A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 4, 1965

Trade Mission to Spain finds great export potential

International Trade Winds

DRY CLEANING—Rheem International, Inc., of New York has purchased European and South American assets of Hoffman International Corp. Involved in the transaction were subsidiary corporations supplying pressing and cleaning equipment for the clothing and dry cleaning industries. With the acquisition, Rheem Manufacturing Co.'s diversified operation will include 77 plants in 24 countries. Hoffman International will continue making and selling cleaning and laundry equipment through its domestic operation to Canada, Mexico, Central America and the Caribbean area.

REFLECTOR PLATES—Adoption of reflectorized car license plates—such as those made by the 3M Co. of St. Paul, Minn.—was recommended by the Technical Committee on Traffic and Safety of the Pan American Highway Congresses. Peru, first country in the world to reflectorize all motor vehicle registration plates, has just issued its fourth series of shine-in-the-dark tags.

GYPSUM—United States Gypsum is about to begin work on a major expansion of the Montreal, Quebec, gypsum manufacturing facilities of Canadian Gypsum, Ltd. The move is a response to rapidly growing market opportunities in the province. Gypsum rock for Montreal will continue to be shipped in 10,000-ton ships from company quarries in Nova Scotia. The 10-year-old Montreal plant is one of six operated by Canadian Gypsum Co., Ltd.

MAIL HANDLING—A European subsidiary of the International Telephone and Telegraph Corp. has hooked 12 new mail-handling machines into the circuit for the Italian Post Office, bringing to 20 the number in operation under Italy's program of postal-service modernization. Designed by ITT's German subsidiary, Standard Elektrik Lorenz, the equipment is of two kinds, one for sorting by type and another for facing letter mail and cancelling stamps at 26,000 items per hour.

COPPER, ALUMINUM EXTRUSION—Thailand's first extrusion plant is being erected by engineers of Baldwin-Lima-Hamilton Corp. for the P. Piya Co., Ltd., of Bangkok. The facility will be a complete copper and aluminum installation.

Business Bulletins

from around the world

CHILE—Mantos Blancos Mining Co. Country's 4th largest copper producer, exercises option to purchase 28% equity in Sociedad Azufrera Aucanquilcha, sulphur mining company. Mantos Blancos expected to supply technical, administrative support aiming at increased output from operation.

EL SALVADOR—Social security coverage to be extended to industrial, commercial firms employing fewer than five workers in the 13 municipalities (immediate San Salvador area, Sonsonate and Acajutla) presently served by system. New regulation takes effect this month; expected to increase by one-third approx. 45,000 workers now covered.

FRANCE—Government announces liberalization of imports of preserved grapefruit, whether or not in slices, pieces, containing sugar, but without alcohol, in containers of any size, from U.S., other countries of Organization for Economic Cooperation and Development.

KOREA—Tonyang Television Station, first commercial TV station with all revenues derived solely from advertising, begins broadcasting from Seoul studios. Station eventually to move to mass communication center, now under construction, which will also house newspaper plant, Seoul Radio Station.

KUWAIT—New customs law restricts right to import to citizens. However, Partner-managers of nominally 51% Kuwaiti-owned business who are not citizens may continue to import in their own names for two more years.

Sales potential of markets is attracting international interest. French trade delegation presently visting Kuwait while Norwegian "floating fair" scheduled to call in February.

MALAYSIA—Joint Malaysian-U.S. firm plans to construct 12 blocks of 15-story apartments in Kuala Lumpur. Company formed on 50-50 capital participation basis by Kuala Lumpur firm and wholly-owned subsidiary of U.S. firm based in Hawaii. Project to take about two years to complete; it is planned that apartments will be sold as luxury accommodations in much same manner as cooperative apartments in U.S.

Chambers of Commerce here reportly, are considering sending trade mission to U.S., Europe this year. Mission would return courtesy calls on countries which sent trade missions here. Also Malaysians feel they should learn more about international trade, organization of trade, industry, operation of European Common Market. Businessmen also interested in studying operation, organization of factories in highly industrialized countries.

NETHERLANDS—Gulf Oil Corp. forms new Dutch company, Netherlands Gulf Oil Production Co., to explore, produce oil, natural gas, allied hydrocarbons.

Oak Electro-Netics Corp. of Crystal Lake, Ill., to acquire N. V. Messa Electronics Co. of Emmen. Dutch plant, which will initially produce modeline switches, to be Oak Company's first Common Market manufacturing facility.

Exports of poultry products during Jan.-Sept. totaled $90 million, down 23% compared to like period 1963. Weak export demand due mainly to increased production in Germany, Denmark, Poland.

Dutch imports from U.S. for Jan.-Sept. totaled $570 million, 20% increase over like period 1963. U.S. market share was 10.9% of total, compared to 10.4% in first nine months of 1963.

Nederlandse Aardolie Maatschippij (N.A.M.), joint-venture of Shell/Esso, to initiate feasibility study with United Kingdom Gas Council concerning possible pipeline for bringing Dutch gas to Britain.

Holland-America Line to inaugurate new round-the-world service with regular stops in Australia, New Zealand.

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the cover

Madrid's Vista de la Avenida del Generalissimo indicates the modern approach the average Spanish businessman has adopted today. The recent U.S. Trade Mission to Spain reports in this issue, starting on page 2, that in Spain sales promotion is essential to success. Over 400 Spanish firms were interviewed by the Mission, and 26 plants were visited. In addition to their printed report, the Mission members will visit Memphis, Birmingham, St. Louis, New York, Detroit and Atlanta to report personally to U.S. firms on the possibility of trade with Spain.

International Commerce

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What members of a U.S. Trade Mission learned about doing business in Spain

"The profit opportunity exists for practically every type of business in Spain. One is impressed by the obvious need for plant modernization, expanded transportation and communication facilities, more family residence units. All sectors were receptive to U.S. proposals."

—Hector Dominguez

"The Spanish businessman is eager to deal with us, and the market is there. It is to the small and middle-sized business that we should look for our opportunities. However, we must push our interests—or be left far behind by the competition from other countries."

—Richard Durham

"The building industry in Spain is moving forward at a fast clip. It is a profitable industry, generally, and it can be more so with the cooperation of U.S. builders and suppliers. It will continue to grow, and its expansion offers profitable opportunities for U.S. firms."

—Andrew Means

"There is a feeling of prosperity everywhere in the Spanish business community. The time is here to investigate the Spanish scene as a rich and profitable market for food-processing machinery and equipment. The Spanish need our equipment and training to use it."

—Daniel Rosenbaum

"In the production of non-electrical machinery, Spain's Economic and Social Development Plan sees a growth to $475 million by 1967. Because so much existing capital equipment is obsolete, a particularly fruitful opportunity presents itself to U.S. manufacturers."

—George F. Lynn

Yardstick

Imports jump 40% in two years since last U.S. Trade Mission visited this 'land of growth'

By BRADLEY MURRAY

Mission Director

Two years ago, the second U.S. Trade Mission to Spain spent five weeks in that country, and in reporting its observations and impressions characterized Spain as a "land of growth."

MURRAY

The third U.S. Trade Mission to Spain, whose report is presented here, found no evidence contrary to that conclusion. In fact, the anticipated growth rate may have been underemphasized.

Spain's 1964 gross national product, according to estimates based on the first three quarters of the year, will be 13% greater than that of 1962; per capita income, up 12%; tourist revenues, up 93%; imports, 40%; exports, 27%; and foreign exchange reserves, 27%.

The increase in tourist revenues is particularly interesting, as the number of tourists visiting Spain has increased by 40% over the two-year span. Spanish investment in tourist facilities apparently has begun to show results in increased per capita expenditures.

Boom proportions

These projections, rough as they are, present a growth picture of boom proportions.

Spain's progress has not been without its difficulties. The general price level has risen rather sharply, and the cost of living has increased even more, primarily because food prices have gone up more than other prices.

Although wage rates have increased, an attempt has been made to keep raises in line with improvements in productivity. Some localized labor conflicts, and shortages of some labor skills, have developed. For certain scarce skills, some labor pirating and pay rates above those customary in Spain were reported to the Mission.

The warning signals of incipient inflation may be clearly seen, although many

on Spain measures a boom

BOARDING JEEPS, members of U.S. Trade Mission to Spain start out for conferences with Spanish businessmen. Scene above is outside Barreiros auto assembly plant in Madrid. Below, vessels of all sizes tie up in the busy Port of Barcelona, which also was on mission's itinerary during four-week trip. (Trade Mission Report photos by Spanish Commercial Office, World Bank, USIS).

Spanish businessmen believe that what has taken place is an unavoidable concomitant of the growth process.

Other businessmen, as well as important Government officials, hold the view that inflation is the principal threat to continued growth, and that prompt steps should be taken to contain it. The Spanish Government has worked out a program to combat inflation on a broad front, the first phases of which have already been put into effect.

Spain has put into operation a development plan covering the years 1964-67. The plan projects a growth of 34% in gross national product and 42% in imports over the period covered. The Mission found no reason to expect that these, as well as other goals of the development plan, would not be achieved.

In many respects the tempo of Spain's growth, and its prosperity, will be affected by the course taken by the economies of other Western European nations, who provide the principal markets for Spain's exports, and the source of most of her tourist trade.

Although U.S. exports to Spain have increased over the past two years, they have grown at roughly the same rate as Spain's total imports. Considering the increase in America's share of worldwide international trade during this period, the Mission must conclude that many U.S. businessmen have not yet discovered how attractive the Spanish market is.

Market profile—Spain

Area: 196,607 square miles, including the Balearic and Canary Islands.
Population: 31 million.
Per capita income: $360 in 1963.
Minimum wage: $1 a day for unskilled workers over 18 years of age.
Gross national product: $13:8 billion, 1963 (preliminary data).
Currency: Peseta (60 pesetas=US$1).
Convertible international reserves: More than $1 billion, dollar equivalent.
Automobiles: About 500,000.
TV sets: Probably more than 650,000, end of 1963.
Exports (1963): $736 million. Principal exports to U.S.: olives and olive oil, wine, leather. Value of exports to U.S.: $79 million.
Imports (1963): $1,955 million. Principal imports from U.S.: grains, vegetable oils, machinery. Value of imports from U.S.: $320 million.
U.S. share of Spanish market (imports): More than 16%.

Mission develops more than 400 trade, investment opportunities

Commerce Field Offices plan meetings for U.S. businessmen who want more details about findings in the Spanish market

By KENNETH P. FINNERUD
Mission Trade Development Officer

The Bureau of International Commerce sponsored a U.S. Industrial Machinery and Equipment Trade Mission to Spain, Oct. 24-Nov. 21.

FINNERUD

During its four-week stay, the Mission visited Madrid, Bilbao, Barcelona and Valencia and developed over 400 specific trade and investment opportunities for the U.S. business community. Many of these opportunities are presented in the World Trade and Investment Opportunities sections of this issue of *International Commerce*.

The Mission interviewed representatives of over 425 individual Spanish firms. Of the 202 Business Proposals presented by U.S. firms, and carried by the Mission 170 were of particular interest to Spanish businessmen. A total of 26 plants were visited by Mission members.

U.S. firms interested in more specific details of the Mission's findings or desiring information as to how to enter the Spanish market are invited to communicate with their nearest Department of Commerce Field Office. In addition, the following offices are hosting Mission members during early 1965: Memphis, Jan. 20; Birmingham and St. Louis, Jan. 27; New York, Jan. 28; Detroit, Jan. 29; and Atlanta, Feb. 9.

Selling to Spanish market

In Spain, as in the United States, sales promotion is essential to success. Personal attention including periodic visits to the area, plus the use of product samples and local advertising facilities, can do much to insure a profitable operation.

International fairs can serve as an effective way of entering the market. Five fairs of particular interest to U.S. businessmen are held in Spain each year: The International Food and Canning Fair in Murcia in March and April; Spanish-American Samples Fair at Seville in April; International Fair at Valencia in May; International Samples Fair in Barcelona in June, and International Shoe Fair in Elda in September.

The Commerce Department is participating in the Barcelona Fair this year and the exhibits will feature hand powered tools, light machine tools, and metalworking machinery.

Samples of any goods, having no commercial value, admitted for the sole purpose of obtaining orders, may be brought in duty free. This applies to the package or container too, providing it is the normal type of packing for the sample material. Samples having commercial value, or those not so mutilated as to be unsalable, are subject to the duties regularly applying to commercial shipments of such commodities.

Samples having commercial value may be brought into Spain by a bona fide commercial traveler upon payment of a sum equal to the full import duties. Such amount is refundable when the goods leave the country providing it is within one year of the date of entry.

To qualify as a bona fide commercial traveler, an individual must present upon entry into Spain a letter from his principals certifying his status and visaed by the nearest Spanish consular office. This letter or certificate must list and completely identify the samples carried and state that they are not for sale.

Advertising matter, including price lists and catalogs, are admitted duty free as provided for in the International Convention to Facilitate the Importation of Commercial Samples and Advertising Matter.

Bradley Murray, Director of the Mission, is a Special Assistant to the Director of the Bureau of International Commerce of the U.S. Department of Commerce. Previously he was Chief of the Near East, Africa and Latin America Section of the Trade Missions Program.

For a number of years Murray was associated with the New York investment counseling firm of Scudder, Stevens & Clark. He has operated a cotton business in Mexico.

Kenneth P. Finnerud is Deputy Chief of the Trade Development Section of the Trade Missions Division in the Commerce Department's Bureau of International Commerce. Finnerud began his Government career as a foreign trade specialist doing international market research. He served for two years with the Commerce Field Office in Miami. Before entering Federal service, Finnerud was a market analyst for Minneapolis Honeywell Regulator Co.

Spain: The evident needs

Mission member lists plant modernization, better transportation-communication facilities

By HECTOR DOMINGUEZ

Vice President, First National City Bank, St. Louis, Mo.

Spain today presents an economic outlook vastly different from that of a few years ago. The country is going through a significant transition that presents unusual opportunities to the U.S. businessman.

DOMINGUEZ

Spain's development lost considerable momentum during a long period of relative inactivity and has much ground to cover to catch up with its European neighbors, but the tempo of business expansion has caught on and Spain is definitely on its way.

Several underlying factors would appear to create confidence in Spain's future:

The period of political and monetary stability which the country has enjoyed; the $1.3 billion foreign exchange reserves which Spain has built up, thus opening the doors to U.S. exports; the substantial revenue derived from 14 million tourists a year; and the new crop of engineering and technical skills which the country has produced in recent years.

All these factors add significantly to Spain's growth and expansion, in which the U.S. businessman can and should participate.

The observer is impressed by five self-evident needs: Industrial plant modernization and addition of productive facilities in all sectors; expansion of transportation and communications facilities; millions of family residence units; mobilization of all resources toward a higher standard of living and greater educational facilities; and injection of capital, industrial technology and management skills as well as modern sales and distribution techniques. A good start is evident in all directions and all sectors were most receptive to U.S. proposals.

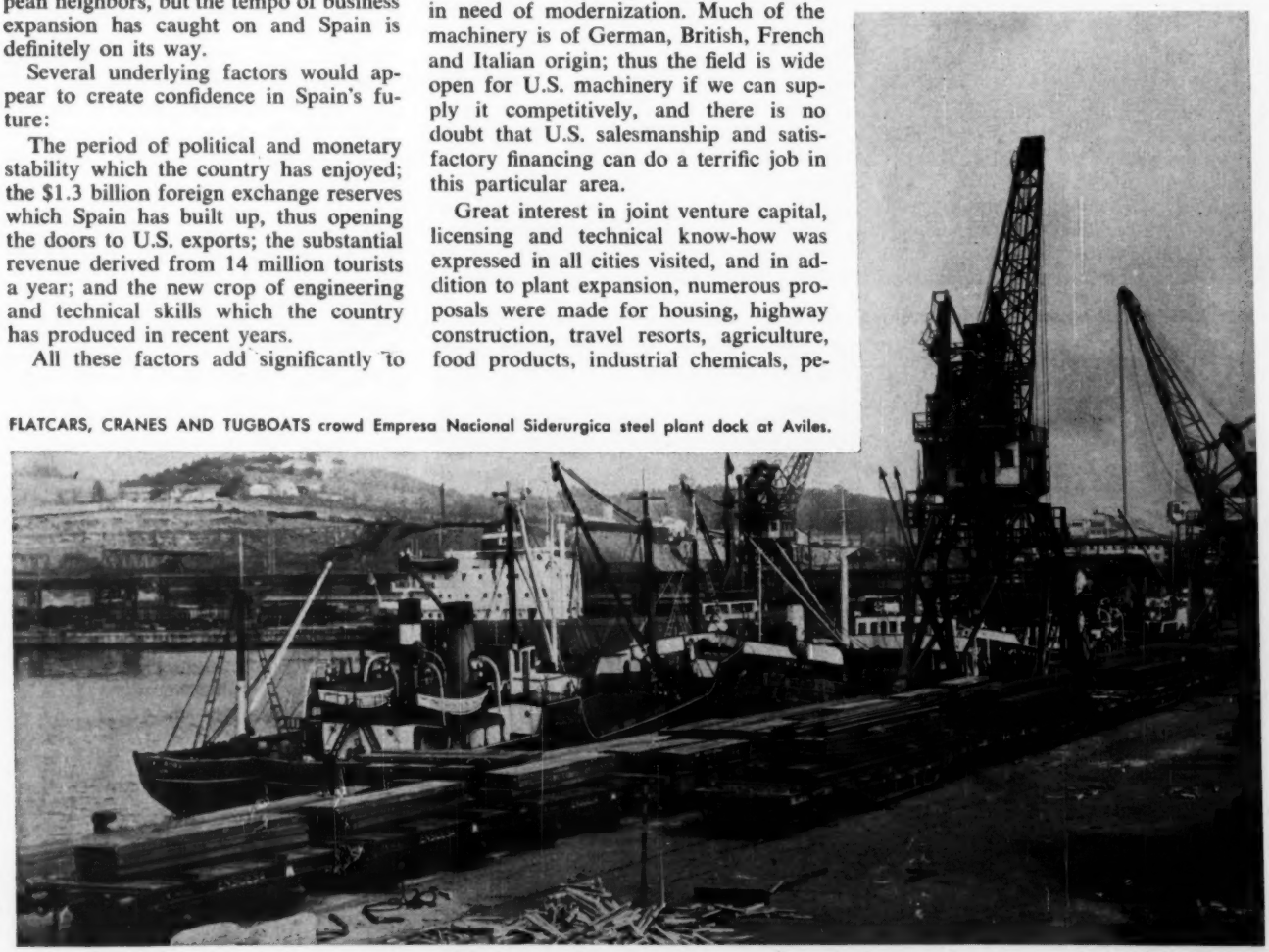
We toured a number of industrial plants, some quite up to date, but many in need of modernization. Much of the machinery is of German, British, French and Italian origin; thus the field is wide open for U.S. machinery if we can supply it competitively, and there is no doubt that U.S. salesmanship and satisfactory financing can do a terrific job in this particular area.

Great interest in joint venture capital, licensing and technical know-how was expressed in all cities visited, and in addition to plant expansion, numerous proposals were made for housing, highway construction, travel resorts, agriculture, food products, industrial chemicals, petroleum, cement; in fact, proposals covered the whole spectrum of development.

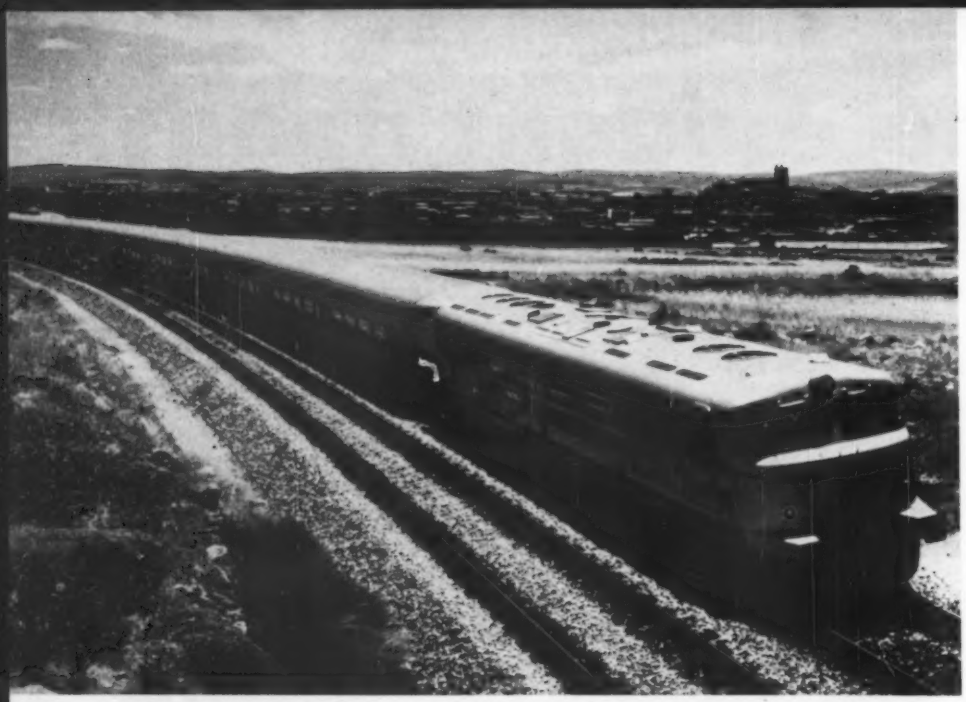
Variety of industries

Spanish industry in the areas of the cities visited may be roughly described as follows: Madrid, automobiles, household electric appliances and a variety of light industry; Bilbao, steel, and heavy industry including shipbuilding; Barcelona, textiles and industrial machinery; Valencia, citrus fruits and agriculture. Also there is an important leather and tanning industry in the neighboring areas.

Although Madrid, because of its geographical location and its position as the seat of Government, is not the largest industrial center of Spain, new industries are mushrooming all through the area and



FLATCARS, CRANES AND TUGBOATS crowd Empresa Nacional Siderurgica steel plant dock at Aviles.



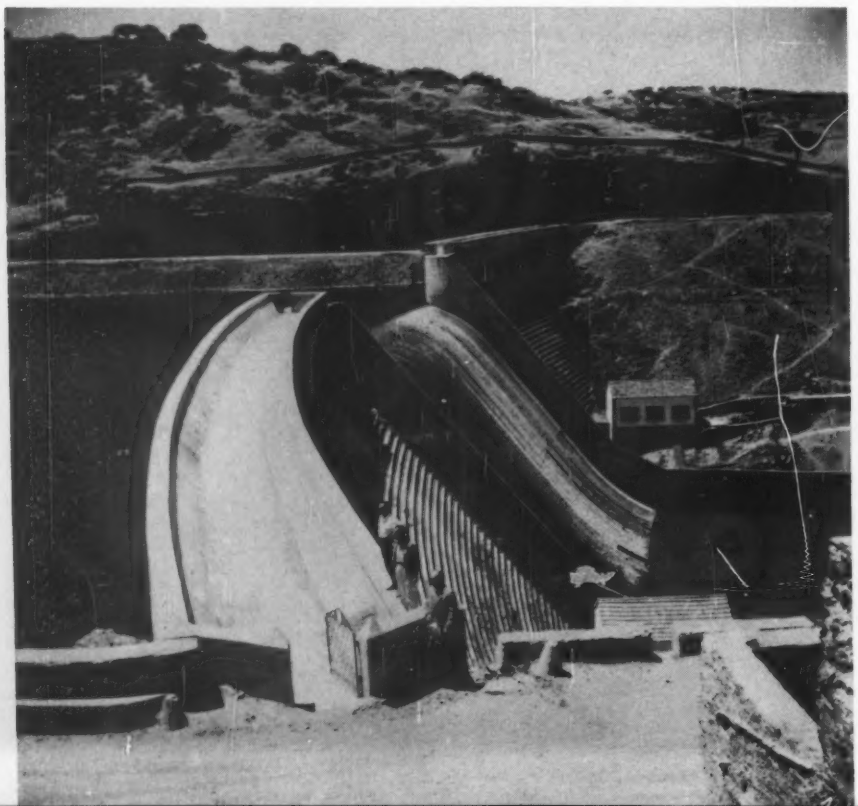
SPAIN'S NEW 'TALGO' TRAIN speeds through the countryside on its way to Madrid. Modernization of Spanish railways, covering period of 1964-73, is being aided by loan of $65 million from World Bank.

numerous plants have been erected in and near the city.

Some of the larger plants now provide low-rent housing as well as medical, recreational and educational facilities for their workers. Entire slum areas have been replaced with new housing, providing modern facilities not previously available to low-income workers.

The new Barreiros/Chrysler plant which will be used to assemble Dodge Darts and Simcas is nearing completion near Madrid and will provide employment for a few hundred more workers. In this region practically all types of new industries are being developed and U.S. joint-venture capital and technology are much in demand. This industrial development tends to encourage the return of workers who had migrated to Germany and France in search of better employment. Many unskilled farmhands are now returning as skilled or semiskilled workers and are promptly absorbed by new industry.

HIGH DAM IN THE MOUNTAINS plays dual role in Spanish land-reclamation and industrial planning.



Too fast

Several sectors have developed too fast for local demands. The household refrigerator industry, for instance, seems to be overproducing as the average income is still insufficient to absorb present output. To encourage sales, Spanish manufacturers have been able to lower their prices substantially because of economies in manufacturing costs and the ample margins of profit in this industry.

Many manufacturing plants are modern and well operated. Good housekeeping is evident in most plants, but safety practices could be substantially improved.

As in any booming economy, inflation is taking place, moderately at this time, but some difficulty in holding the line against an increasing inflationary trend is foreseen. The problem is being met, however, by recent anti-inflationary measures undertaken by the Spanish Government since the departure of the Trade Mission.

Steel capital

Bilbao, a great industrial center on the River Nervion estuary, is the steel capital of Spain. A large and bustling city at the base of an amphitheater of rugged mountains, it is typical of any industrial city in the United States.

Bilbao has attracted much U.S. industry with joint-venture capital. Here one can see the plants of such U.S. companies as American Viscose, Archer-Daniels, Crane, Dow Chemical, Firestone, General Electric, Reynolds Metals and others, with U.S. Steel, the newest comer, as a partner of Altos Hornos de Vizcaya.

All of these plants are jointly owned and operated by U.S. and Spanish capital. Spain is developing engineering skills and is even sending some of its young men to the United States, England, Germany, and France for technical studies.

Transportation and highway facilities are under-developed and offer opportunities for U.S. investment. The idea of toll roads is active among many progressive groups. Opportunities exist throughout Spain for U.S. financial and technological cooperation.

Most U.S. industrial people are shocked at the lack of specialization in Spanish plants which carry on multiple operations under one roof. While we

realize that this makes for high production costs, we are too prone to look at these operations through American eyes and lose perspective; for a country which has just gotten underway with an industrial development program, specialization would inhibit growth.

Barcelona is by far the most cosmopolitan city of Spain. Its well-kept avenues, wide and beautiful, crisscross the heart of the city, straight and trim. Beautiful shops on each side run for miles and miles and the center of the shopping district blends so well with that of the outlying areas that it is impossible for the visitor to distinguish between downtown and midtown.

All establishments are specialty shops so that, as opposed to the U.S. shopping center where one can pick up anything from screws and bolts to luxurious furs, the shopper in Barcelona may walk for miles and spend long hours on a simple shopping tour which could be accomplished in a couple of hours at home.

A drug store is a place where you get a prescription filled or pick up patent medicines, but if you want cosmetics or shaving items you go to a *perfumeria*. Wonderful opportunities exist for the U.S. drug store with fountain service and multiple shopping. The field is wide open for a U.S. drug chain, not only in Barcelona but throughout Spain.

It's the core

Barcelona is the core of Spanish light and medium-heavy industry with textiles leading. The Textile Machinery Fair in Barcelona was most impressive from the standpoint of Spanish design. Broad interest exists in Barcelona for all types of joint ventures for expansion, plant modernization, time-saving procedures, modern inventory control, and sales and distribution techniques.

The tourist industry is particularly attractive in the Barcelona area and north along the Costa Brava. Large land holdings are offered for development of tourist accommodations from the mouth of the Tordera River all the way up to the French frontier.

With a combination of beach and mountain landscapes, green meadows and an ideal climate, the U.S. concept of vacationland is fast taking hold and demand is brisk for U.S. investment in hotel and tourist facilities.

Valencia is the citrus and rice center of Spain. Orange groves extend for long distances. There is a particularly interesting possibility of developing the frozen juice and vegetable market for the export trade. Valencia also has a light metal industry and an important shipyard owned and operated by the Government.

MADRID'S PLAZA MAYOR, with its spires, statues and fountains, attracts crowd on bright afternoon.

This area also has an important tourist potential but lacks accommodations. Spain expects the number of tourists to exceed 14 million by the end of 1964 and as the tourist business is competitive with all of Europe, it is evident that as long as Spain can hold the line on prices, further development would seem an ideal venture.

Find a partner

Opportunities exist throughout Spain for U.S. exports and investment and for imports of Spanish products. Exports can be developed by direct sales representatives from U.S. producers as well as by local talent which is plentiful and capable. As for imports of Spanish products, it is infinitely better to locate sources of supply by initial personal visits to the market.

Americans considering investment in Spain should find a capable, strong Spanish partner, preferably one who wishes to expand. He knows the ropes and can establish the right connections—one of the cardinal considerations for the successful development of any industry.

The profit opportunity exists for practically any type of business in Spain and it's there for the taking.

More information is available from the Department of Commerce or through banks in Spain or the United States. Many banks now provide some guideposts for market and investment studies, financing and other pertinent details, facilitating the initial steps for all interested parties.

As vice president of the First National City Bank in St. Louis, Hector Dominguez is in charge of the Bank's international operations, including its international market research and investment service. Formerly, he was Director of Foreign Trade for the International Shoe Co., serving in that capacity for more than 20 years.

Spain's builders move at

They're interested in U.S. tools, materials to save time and do a better job

By ANDREW MEANS

President, Means Developers, Inc., Gary, Ind.

Even on the way from the airport into the city of Madrid, a U.S. builder is convinced that Spain is having a construction boom. Visiting the other principal cities and talking to dozens of builders, architects, and Government officials only serves to reinforce that opinion.

MEANS

Another early impression which continues to grow stronger is that the Spanish people are, or soon will be, a nation of apartment-dwellers. As I was eager to compare Spanish home-building methods with those in widest use in the United States, I asked every builder and architect I met to show me a development of single-family homes under construction. Such developments as known in the United States are nonexistent, although a few single-family homes are being constructed. Most of the separate houses appeared to be more than 35 years old.

The principal reason for concentration on high-rise apartments in providing new family residence units is the high cost of urban land in Spain. The National Housing Plan projects an average cost of almost $6,000 an acre for land to be used for 3.7 million family dwelling units during 1961-76. From the Government's point of view, apartments offer the additional advantage of permitting people to live closer to their work, thereby holding down the need for extensive new transit systems.

One a day

Also of importance in Spanish construction is the building of hotels, motels, cottage colonies, and other lodging facilities for tourists. An official of the Madrid Chamber of Commerce told us that in the preceding 12 months an average of one new hotel a day had opened its doors for business.

As Spain had already played host to 13 million tourists in the first 10 months of 1964, and another million is expected by the end of the year, this activity promises to hold up well. To get the maximum revenue from its tourist traffic, Spain needs to create facilities for which the

GLEAMING WHITE against dark hills, the new town of St. Julian (above) nestles in a Spanish valley. Town was built for farmers who moved into area after land-reclamation and irrigation project.

APARTMENTS IN AVILES accommodate employees of a nearby steel plant. Because of high cost of urban land in Spain, builders concentrate on apartments, ignore single-family home developments.

fast clip

tourists will be more than willing to pay.

A good indication of construction activity is cement production capacity, and plans for increasing cement output are a measure of the expectations for construction in the future. As the Spanish Economic and Social Development Plan forecasts some export sales of cement in 1966 or 1967, the estimates of production capacity two or three years hence to some degree outrun expectations for building activity.

A study by the Spanish Government's Minister of Housing indicated that 3.7 million new family residence units would be required by Spaniards in 1961-76. A plan aimed at spurring construction of this number of units—through direct subsidies, interest-free and low-interest long-term loans, and tax exemptions—is in effect. The plan is applicable in every city and town of more than 10,000 in Spain.

Stepped-up performance

The cost of constructing this housing —not including land cost—is estimated at $7.5 billion. In the first 4 years of the 16-year period, more than 20% of the total requirements have been built. As home construction was expected to proceed at an increasing rate throughout the life of the plan, actual performance has considerably exceeded estimates.

The Spanish construction industry suffers from the lack of three elements which are important in the operations of the successful U.S. builder:

► Highly developed planning and scheduling of deliveries and work, to correlate availability of materials and labor skills;

► Tools and equipment which not only save man-hours, but can also reduce the level of skills required for many elements in a construction job;

► Specialized building materials, which result in superior or faster construction, or which may be prepared for installation off the job.

Planning, scheduling

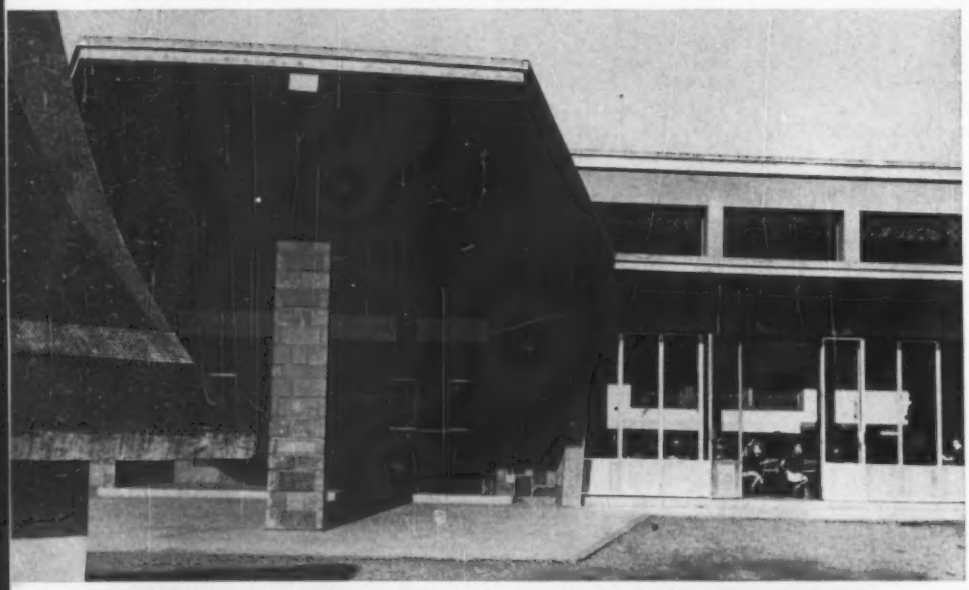
From my own observations at construction sites, and from conversations, it became clear to me that Spanish builders could benefit from U.S. experience in the application of planning and scheduling techniques. I was told that the time required to construct a high-rise apartment building in Spain is considerably longer than in the United States. Even with much lower wage rates, the lag is expensive for the builder in interest costs and in postponement of rental income.

I am sure it would not be reasonable to expect to reduce construction time in Spain to that which we ordinarily experience in the United States—because of the differences in the Government requirements of the two countries. But it should be quite possible, through one or more joint ventures between Spanish and U.S. builders, to improve this aspect of construction. Some well-established builders in Spain stated their desire to enter into just such associations.

Many people in the construction industry reported a shortage of workers highly skilled in the building trades. This information, plus on-the-site observation, led me to believe that the Spanish builders could use a number of our advanced tools, which they do not now have. The response to my descriptions of such items as automatic nailers, reversible automatic

HOTEL AT CORDOBA gives view of both valley and mountain. Construction of facilities for tourists has contributed enormously to Spain's building boom, shows no sign of slowing down in near future.

SUNSHINE AND SURF, and coves with an air of seclusion, are among attractions of the Mediterranean Coast in the north of Spain. Such lures brought the tourists who provoked flurry of hotel-building.



WORLDS APART in time and architectural style, if not geographically, are the new school near Aviles (left), with its modern lines and wide expanse of glass, and the older sections of Madrid (center).

power drills with clutch, truss parts cutters, door and window finish-trim assembly machines, and steel forms for casting concrete beams and floors was one of keen interest. I believe such tools could be sold in Spain successfully.

Special building materials

Although some projects were using metal window and door frames, at least half of the buildings I saw were being fitted with wooden frames. These frames were of poor quality—in both millwork and raw material.

Some of the architects and builders were keenly interested in the various types of gypsum board we use in the United States for dry walls and interior partitions, as well as for ceilings in place of plaster. Some businessmen were interested in an agency for importation of this material, and one indicated a desire to discuss its manufacture under license.

Other products of interest to Spanish businessmen—either as agents or licensees—are the new vinyl asbestos tile floor coverings and plastic tiles for walls.

My conclusion is that the building industry in Spain is moving forward at a fast clip. Generally a profitable industry, it can be more so with the cooperation of U.S. suppliers and builders. It will continue to grow as the pace of the housing program mounts, and in its expansion offers opportunities for profitable participation by U.S. firms.

Andrew Means, founder of Means Developers, Inc., of Gary, Ind., has had long experience in building and construction. His firm is primarily engaged in construction of residential housing ranging from a modest bungalow to the ranch and multilevel homes of ultra modern design and features.

Means, a graduate of Tuskegee Institute, is prominent in the Gary City Plan Commission, Chamber of Commerce, Inc., and the Board of Zoning Appeals.

THE PLAIN IN SPAIN will be a man-made feature of the landscape when the Instituto Nacional de Colonizacion finishes land-leveling project in Jerez.

CURVING BETWEEN PALM TREES, irrigation ditches carry water to farm fields in Jerez de la Frontera.

With agriculture as chief industry, she can be Europe's fruit basket

Problems of production, processing exist, but firms which seek place in this market will be in favorable and enviable position

By DANIEL ROSENBAUM
President, Sugar Rose Canning Co.
Tampa, Fla.

The first impression Spain makes on a U.S. businessman is that the country is bursting at the seams with activity and is about to embark on a period of great business prosperity.

ROSENBAUM

In many respects this is an accurate impression, for the country does have many elements of prosperity — especially in the area of food production and processing.

Agriculture is the principal business activity. Food crops suitable for processing are grown in several widely separated parts of Spain, but are centered chiefly around Valencia and Murcia on the east coast, Zaragoza in northeast Spain near Barcelona, and in the Andalucia area, of which Seville is the principal city.

Agriculture is a $3½ billion business in Spain, and agricultural products furnish 24.5% of the gross national product. As the food represented by these figures is considerably more than can be consumed fresh at home, the Spanish grower must continually search for new export markets. Thus, a situation is made to order for processing.

Spain now belongs to the Organization for Economic Cooperation and Development and the General Agreement on Tariffs and Trade, and there is a possibility that at some future date the country may become a member of the Common Market.

If this should come about, Spain could become the great fruit basket of Europe. The enterprise that is on hand to take advantage of this situation will be in a favorable and enviable position. In the meantime, the natural growth of both domestic and export markets for processed food should be adequate to provide a rich opportunity for U.S. firms which process food in Spain or sell the equipment to those who do.

Other factors contribute to the attractiveness of Spain for the progressive American equipment manufacturer, or for the food processor, who wants to manufacture in that country or export to it.

Import restrictions imposed by the Government on all machinery are now minimal; most machinery has been taken completely off of the restricted list, and some which has not been entirely freed from restrictions has been assigned annual global quotas, which are liberal and nondiscriminatory. That is, even when a global quota has been assigned to a variety of machine, the amount is often increased, sometimes to twice the original quota, by action of the Spanish Government.

Foreign exchange ample

One of the causes of this liberalized attitude toward imports is the adequate supply of foreign exchange, which now amounts to well over $1 billion. The Spanish Government has determined to use this foreign exchange to build the productive resources of the country, and therefore is interested in encouraging importation of machinery and equipment by Spanish firms. One of the few requirements is that the machinery must be new, not used, and of the latest, most efficient design.

This does not mean that no problems will face the U.S. businessman who seeks a part of this rich, growing market. Problems are of two general types—those that pertain to growing the crops and those that have to do with processing and distributing.

No uniformity

There is no uniformity of crop types. Fruits and vegetables are raised for consumption fresh, not for canning and preserving.

This is apparent in the citrus industry, for instance, where type selection is motivated by a desire to lengthen the fresh fruit season. The principal orange grown is a California navel; however, many times more navel oranges are grown than can be consumed in the domestic and export markets combined, so every grower must hope that he will be able to secure more than his share of the market.

A portion of the orange crop, perhaps a large portion, could be replanted in juice oranges for processing—for instance, the later Valencia variety, which

is more popular in the United States than in Valencia, or the Salustiana, which has recently been grown in Spain with great success. This is an early, virtually seedless, orange with a thin skin and a wealth of juice, ideal for canning and freezing.

A condition that greatly increases the cost of raising crops is the small land holding that is usual in the area around Zaragoza, Valencia and Murcia. Farms and groves are divided among children and subdivided among their children, until the land held by most farmers is only a few acres.

As all of this land must be irrigated to make it bear, and as water must be taken from wells sometimes a considerable distance away and across the land of distant relatives, the problem becomes a serious one.

There is a Government program for combining small farms and groves, and the Central Government is trying to buy small holdings to resell to someone else who also has a small holding and can combine them. That this program is making slow, although perceptible, progress will surprise no one who knows the attitude of a U.S. farmer toward his land.

The possibility of industrializing the orange crop—that is, of converting a major portion to canned or concentrated and frozen juice—is already the subject of a heated controversy among Spanish growers. Those who have established, producing groves and who feel that their position in export markets is secure, oppose such a development on the ground that the prices fruit processors will pay will be lower than those paid in the fresh fruit export market. Operators of newer groves, and growers who desire to expand their output, are more favorably disposed to processing. The experiences of Florida growers over the past quarter-century should be helpful in resolving these differences.

LIKE A HANDFUL OF BAUBLES scattered by a giant, houses dot this valley in Spain's Canary Islands.

In Spain, there is no uniformity of processed food. From one can to the next, or one box to the next, or one bottle to the next, of a food or beverage made by the same processor under the same label, there may be a wide range of quality.

This variation must be overcome before there can be wide distribution of processed food, for a housewife must have confidence that she is buying about the same quality every time she buys a brand of food or a label of wine.

Some progress apparently is being made in correcting this situation; many processors are aware of the need for quality control and are making an effort in that direction.

One of the most interesting businesses in northern Spain is a wine bottling plant near Bilbao. Until recently all ordinary wine was sold in bulk. Now, this wine bottling firm brings ordinary wine from all parts of Spain and in a new, $6 million plant the wine is blended to make it uniform and bottled by the most modern and improved equipment.

This wine, after being standardized, is labeled and sold at about the same price that it brought when sold in bulk.

There is also no standardization of can sizes in Spain. Most small canners make their own cans in their own factories. This, it will be seen readily, is an expensive, confusing, and entirely unsatisfactory procedure, and the uneconomical operation is further aggravated by the fact that processors pack an extremely wide line of products. It is not unusual for a Spanish canner to pack very small quantities of 12 or 15 different items.

Distribution

Finally, there is the problem of distribution. Food distribution is about as it was in the U.S. early in the century. Supermarkets are rare. What the Spanish usually call supermarkets are only complete groceries; that is, they sell fresh vegetables, canned foods, fruit, meat, cheese, bread and wine. The ordinary Spanish food merchant specializes, selling fruit or vegetables but not both, or only bread or only wine.

There are almost no facilities for selling frozen food at the retail level, and the food that is frozen—a very small amount—is sold to institutions and beverage manufacturers. The time when large quantities of frozen food can be sold at the retail level is years away, perhaps 10 or even 20.

In the meantime, the food freezer will have to gain acceptance slowly, overcom-

IT MAY LOOK LIKE DELAWARE COUNTY, Iowa, but the scene is Jaen Province of Spain, where modern methods of contour farming aid major industry.

ing a number of problems, for a way must be found to get frozen food onto the tables of the consumers before there can be any more than a bare beginning for the freezing industry.

Disadvantages outweighed

This advance depends to a considerable extent on changes in the buying habits of Spanish consumers, as well as the selling habits of retailers. Large stores similar to U.S. supermarkets must come into being, for frozen food is expensive to handle and distribute and cannot be sold economically in small establishments. Supermarkets depend for their existence on consumers with automobiles. Without a car, a housewife must depend on corner grocers not too far from home.

Despite these difficulties, the advantages for a U.S. food machinery maker or food processor who wants to do business in Spain far outweigh the disadvantages. What the Spanish need from us is technical assistance—access to our sophisticated processing equipment and training in using it.

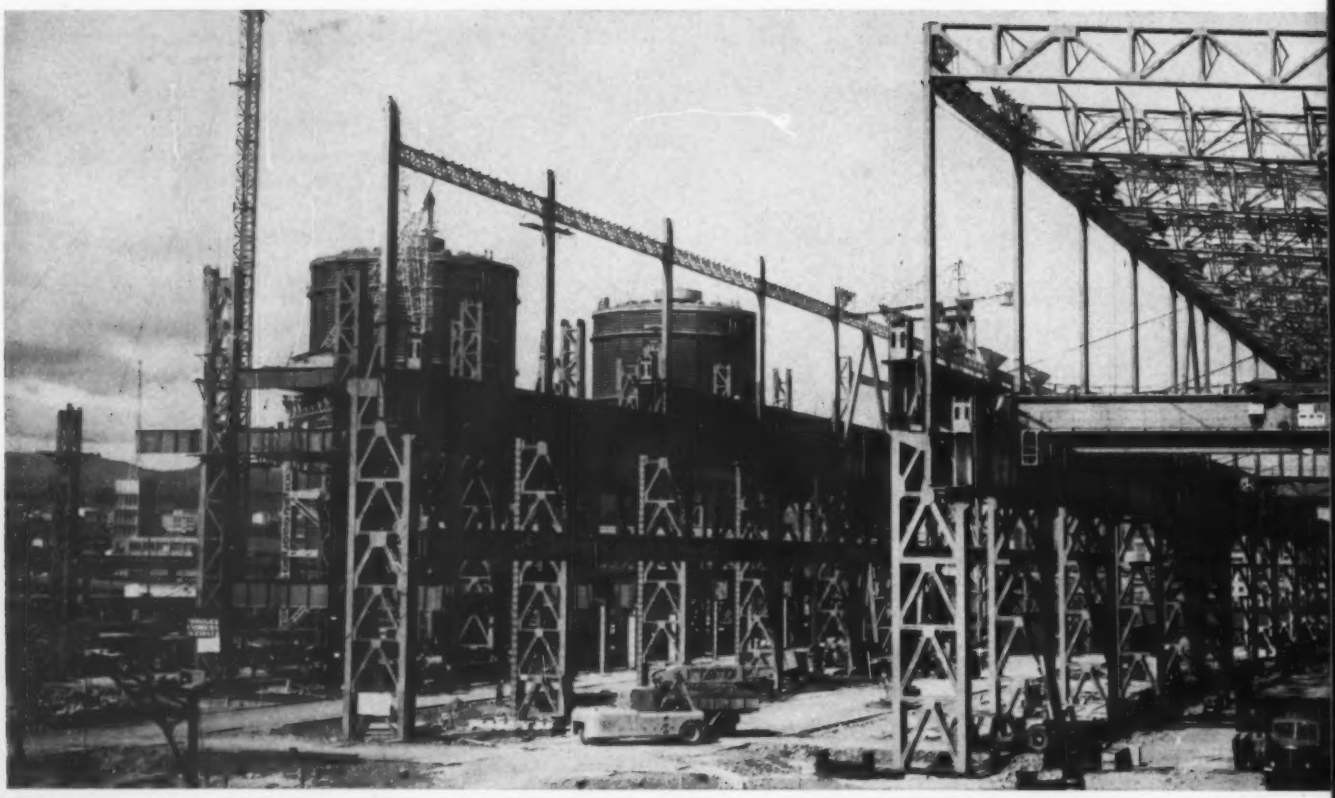
The Spanish Government is making many liberalization moves which should encourage Americans to invest in Spain, either in the form of direct investment, or joint ventures with Spanish interests, or selling the machinery and equipment needed for the growing economy.

A joint venture with Spanish interests to manufacture machinery in Spain would probably be the most successful method a U.S. firm could use to enter the food machinery market, as American-made food machinery is frequently more expensive than German, Italian and Japanese machinery.

There is a feeling of prosperity everywhere in the Spanish business community. The time is here when Americans should begin to investigate the Spanish scene as a rich, profitable market for food-processing machinery and techniques.

Daniel Rosenbaum has been in the canning and food processing business since 1939 and has served in his present position since 1948.

He is Director of the National Canners Association and of the Florida Canners Association.



HEAVY BEAMS AND BRACES form a lace-like network against the sky as officials of one of Spain's major steel companies, Empresa Nacional Siderurgic

Auto, aircraft and steel industries hold special challenge to U.S. firms in Spain

Key to participation in growing markets can be found in understanding nation's development plan calling for growth to $475 million by 1967

By GEORGE F. LYNN
Vice President, International Division, Girard Associates, New York

Almost 500 years after Spain discovered America, many U.S. corporations are discovering Spain and finding it a country of rapid economic growth.

LYNN

True, some large American owned or controlled companies have long ago established a firm position in the Spanish business community, but they are far outnumberer by those who, in the past ten years have found in Spain an expanding and profitable market for their goods.

From only twelve firms in machine tool production in 1940, the industry has been steadily growing until there are now more than 250 such manufacturers. Many of these companies employ less than 50 workers, and the quality and design of the machinery produced leaves much to be desired.

Market for special tools

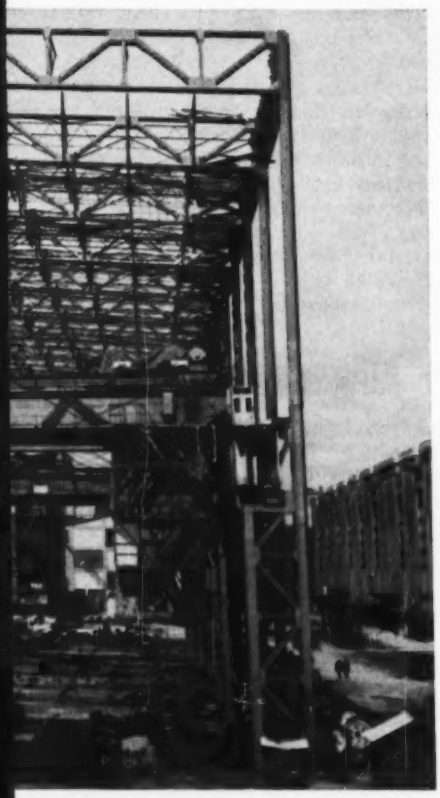
Lack of research and development has spurred the more enterprising Spanish machine tool builders to become licensees, and the results are evident in factory visits where many good quality conventional machine tools bear the names both of their Spanish maker and their British, French, Swiss or German licensors. These machines also enjoy a good export market, with many sales in the European and South American markets.

Many U.S. machine tool manufacturers have been represented and/or licensed in Spain. Licenses cover only conventional tools. From visits to plants manufacturing consumer hard goods. it is apparent that a market exists for the more sophisticated numerically controlled machine tools as well as for transfer line machinery.

A visit to a large truck and tractor plant in Madrid disclosed the absence of multiple station transfer lines so common to the U.S. automotive industry for so many years. Single station machining of engine blocks was observed, with the inevitable high cost and time loss of handling from one station to another.

At some work station, tapping operations on cast iron engine blocks were being performed by hand. As this plant will shortly undertake production of Dodge Dart and Simca automobiles under license, more productive and cost-cutting machining operations will need to be devised, thus creating a good market for U.S. machine tools.

Discussions with representatives of an automobile manufacturer in Spain indicated that they also were concerned with revamping production facilities and modeling them after their modern U.S. coun-



roceed with this addition to big plant at Aviles.

terparts. Their planning includes consideration of numerically controlled tools, high-speed eccentric blanking and forming presses of 1,500-ton capacity, and electrostatic paint spraying equipment for body finish. More than 30% of the production equipment now installed is of U.S. manufacture. A company already so well disposed toward U.S. equipment presents a readymade customer for additional U.S. machinery.

Aggressive salesmanship

Thus, the automotive industry presents a challenging opportunity to the manufacturers of high speed, high production, sophisticated machinery. U.S. machine tool builders, however, would do well to use in Spain the same aggressive sales techniques that they employ in the United States and not to put too much of the burden on their Spanish representatives.

What is true of the automotive industry in Spain applies equally to the Spanish aircraft industry. Spokesmen for this industry expressed interest in modern, versatile U.S.-manufactured hydraulic presses. As the American air frame industry has a dominant worldwide stature, the Spanish aircraft industry spokesmen realize they would do well to adopt tooling practices and procedures from the U.S.

U.S. manufacturers of metal forming and stamping tools and of specialized equipment for the aircraft industry would be well advised to ring some Spanish doorbells.

Broad need for retooling

The need for retooling and the desire to accomplish it is apparent in other segments of Spain's heavy industry. At a large plant manufacturing such items as hydraulic turbines, bifurcating pipes and penstocks, many obsolete pieces of equipment were seen. Pantographic and multiple torch oxyacetylene cutting equipment, modern plate rolling and bending machinery, modern molding methods in their foundry, and new electric melting furnaces are all needed.

The management recognizes the deficiencies of their methods and their equipment. In this instance, the reluctance of management to invest in new capital equipment could be overcome by an intensive and aggressive sales program and through fuller use of the assistance offered by the Export-Import Bank in financing the sale of such U.S. equipment.

But it is not in heavy industry alone that the U.S. tool manufacturer and the makers of ancillary equipment will find a ready market. Interviews were held with numerous Spanish businessmen interested in representing U.S. companies as agents or as stocking distributors for almost the entire range of U.S. manufacturers. Inquiries were received on metal cutting saws, carbide tipped tools, small handtools, woodworking machinery, textile machinery, electric switchgear, powder metallurgy equipment, glass polishing machinery.

Plan to advertise

A word of caution, however, to the U.S. small businessman seeking a distributor for his product in Spain. Many Spanish distributors have such an extensive and mixed bag of products to sell that it is questionable whether they can do an adequate selling job on any one product. The U.S. businessman should be prepared to spend some money on an advertising campaign.

With tourism playing such an important part in the booming Spanish economy, its needs are creating increasing demands for such diverse items as roadbuilding equipment, automotive spare parts, air conditioning units for buses, automatic vending machines, and food preparation and serving equipment. Inquiries were received from Spanish businessmen interested in manufacturing these items under a licensing agreement or in becoming distributors in Spain for U.S. manufacturers.

Machinery first among Spain's chief imports*

Millions of dollars

Principal imports	1962	1963
Machinery, not electric	262.1	362.6
Petroleum and products	216.9	214.6
Iron and steel	83.2	110.4
Cereals and preparations	92.9	100.4
Electric machinery	56.9	96.4
Transport equipment	85.1	81.1
Fixed vegetable oils, fats	58.6	69.2
Chemical elements compounds	49.4	62.0
Textile fibers, not mfgd.	89.0	52.1
Meat and preparations	31.7	51.5
Sugar and preparations	3.9	51.1
Nonferrous metals	32.1	43.2
Feedstuffs	16.3	34.9
Plastic materials	17.7	34.6
Nonmetallic minerals	18.9	34.5
Instruments, optical goods	25.3	34.2
Textile yarns, fabrics	13.0	33.5
Metals ores and scrap	39.4	33.0
Crude rubber	31.3	31.3
Crude fertilizers	29.8	31.1
Coal and coke	29.4	31.1
Wood and lumber	23.0	29.3

* Spanish import statistics, values c.i.f.

Rapid growth in steelmaking

As in other segments of Spain's heavy industry, steelmaking is experiencing rapid growth, with corresponding heavy demands for new equipment in the basic industry as well as in rolling mill machinery.

The economic and political factors which stifled growth of Spanish industry in general had a particularly repressive effect upon the country's steelmaking. The industry has derived from old iron works and foundries existing at the beginning of the 20th century—the result of rich mineral deposits found in the Province of Vizcaya.

By 1929 a production of one million metric tons was achieved, but this was

Government representation

The Government of Spain maintains commercial offices in the following cities of the United States:

Washington, D.C., 2558 Massachusetts Ave. NW.; Chicago, 55 E. Washington St.; New Orleans, 301 International Trade Market; New York, 527 Madison Ave.; and San Francisco, 870 Market St.

The U.S. Government maintains an Embassy in Madrid and foreign service posts in Barcelona, Bilbao, Seville, Valencia, and Vigo.

not up to the installed plant capacity. This output level was not again attained until 1954, when currency reserves made possible the necessary importation of scrap iron. Since 1954, the production rate has curved upward, and an anticipated production of more than four million metric ingot tons is forecast for 1967.

The per capita consumption of steel in Spain is about 144 pounds, less than one-tenth that of the United States. As Spanish steel production facilities improve and the general economy goes forward, the per capita consumption can be expected to increase significantly.

One of the two main steel producers has scheduled plant facility modernization and expansion which would increase its capacity from less than one million tons at present to 2.7 million tons within the next three years. Most of their production will be for the Spanish domestic market, and provides a good economic indicator of what can be expected in the next three years for Spanish industry in general.

Significantly, this large steel plant has scheduled construction of four new blast furnaces of 650 tons each, a new electric furnace, and several oxygen converters to replace aging open hearth facilities. Continuous casting techniques are under study and new bar mills are contemplated.

As a major American steel company recently has taken a strong minority investment position in this Spanish company, introduction of more U.S.-made equipment and U.S. designed processes could reasonably be expected. This view is supported by witnessing the new hot strip mill—designed by U.S. engineers and erected by U.S. contractors—which will be equipped entirely with U.S. rolling mill machinery.

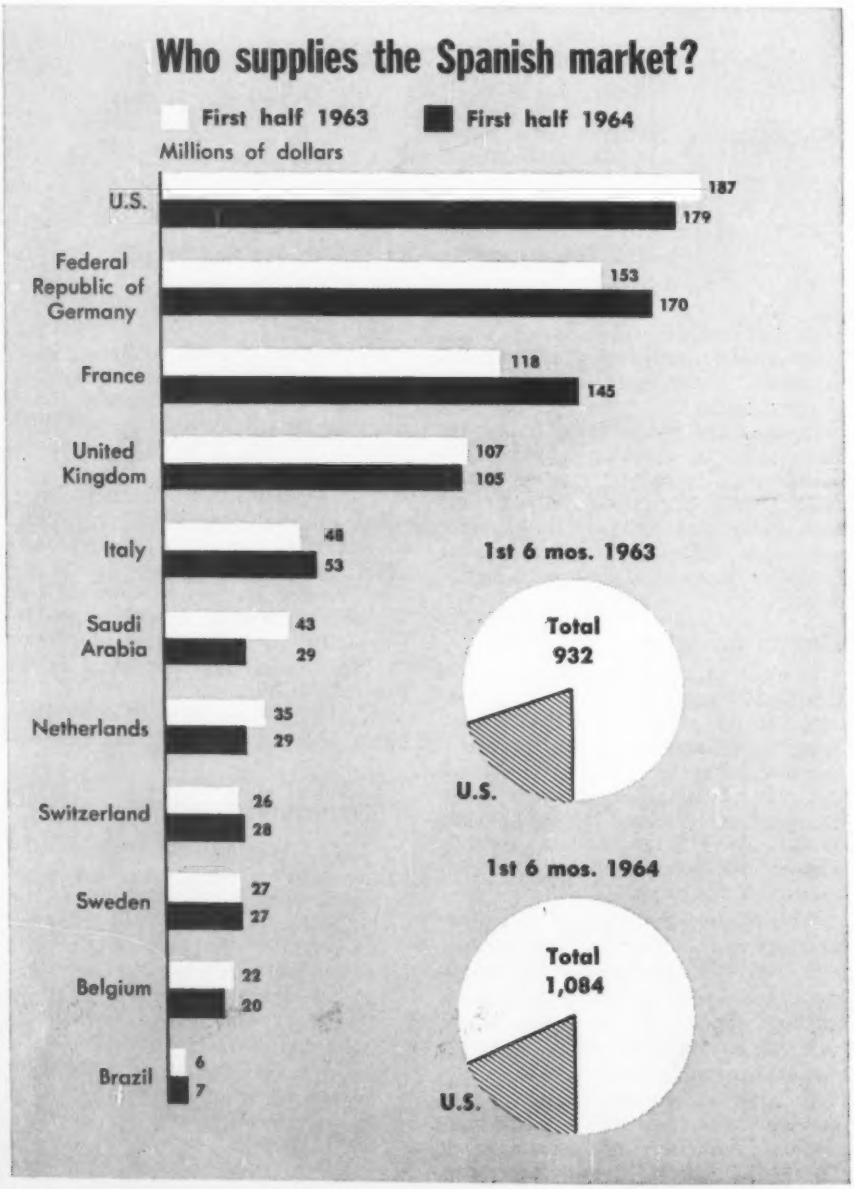
Like U.S. machinery

U.S. reduction and rolling mill machinery finds favor with Spanish industry. Although it is true that in the early stages of rebuilding this industry much of the equipment was supplied with the assistance of the Agency for International Development, the continuing preference for U.S. equipment over that of European manufacturers is significant.

At a leading cold rolling mill visited, all of the cold reduction equipment, the pickling plant and the galvanizing line was of U.S. manufacture. The management of the plant expressed complete satisfaction with the equipment and with the financial assistance of the Export-Import Bank which made its purchase possible.

In summary, the key to greater participation by U.S. industry in the growing Spanish market is to be found in an understanding of the four-year Spanish Economic and Social Development Plan which became effective at the beginning of 1964.

In production of nonelectrical machinery, the plan envisages a growth from the equivalent of $267 million in 1962 to $475 million in 1967. As a great part of the existing capital equipment is obsolete, a particularly fruitful opportunity presents itself for U.S. manufacturers to assist in equipping Spanish industry.



In his present position since 1961, George Lynn has been associated with machine tools since he served his apprenticeship at a ship yard in Toledo, Ohio. He has had a career of over 25 years in the shipbuilding industry. The company of which he is now vice president is a consulting firm to the rolling mill, heavy forging and metal forming industry.

Lynn maintains offices at 25 Broad St., New York City.

Spain's small, middle-sized firms hold promise for U.S. merchants who will stand up to competition

Mission finds wide interest in marine electronics equipment, precision instruments for measuring, controlling temperature

By RICHARD C. DURHAM
Industrial management consultant, Rio Piedras, Puerto Rico

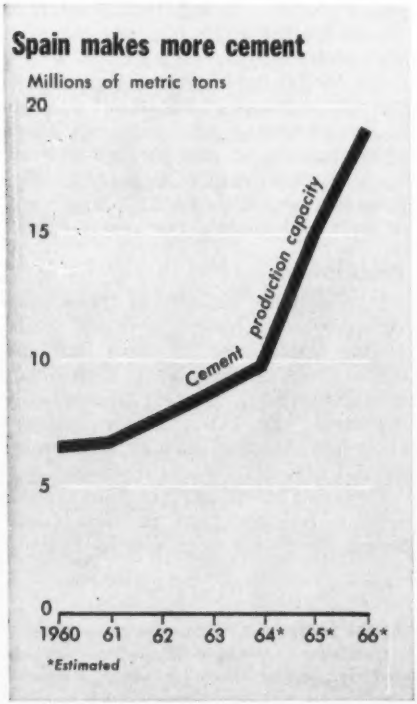
It is to the small and middle-sized businesses of Spain that businessmen in the States should look for opportunities.

DURHAM

The Spanish businessman is eager to do business with us, and the market is there. But the U.S. businessman must push his interests or he will be left far behind by the competition from other countries—a competition alert to present opportunities, active and aggressive.

We just can't sit back and expect the Spanish buyers (or any prospective buyers for that matter) to come to our door, for that day has long since passed. And the 285,000 small and medium-sized manufacturers of the United States must realize this. In a word, they must sell abroad, using the same vision and vigor that they use at home.

Although small and medium-sized businesses in Spain very much desire to sell their products to the United States, they are intensely interested in U.S. technical know-how and modern industrial methods and organization. The majority with whom I spoke, although expressing interest in distribution and agency arrangements, really wanted participation by the U.S. businessman, whether through licensing, joint venture, or investment.



Concern about credit

Almost unanimous, too, was their concern with the terms of credit which U.S. industry could grant to Spanish business. They compared U.S. credit terms of the last several years with terms now being offered by European countries, and also Japan, and U.S. terms just did not measure up.

The Spanish businessman did not seem generally aware of the credit facilities created in the United States recently, through establishment of the Foreign Credit Insurance Association, to enable our manufacturers to sell on terms comparable to those offered by firms from other countries.

I doubt that the majority of our small business firms is yet fully aware of the opportunities such facilities make possible for them in foreign markets. Although hundreds actually have taken advantage of these facilities, they represent a small proportion of those who could use them.

The upswing in wage levels, creation

SKIERS LOOK LOST in Sierra Nevada snows near Granada, mecca for winter sportsmen.

SMALL BOATS BOB IN THE WATER along Avenida de la Marina in the city of La Coruna, important harbor on the Atlantic Ocean in the north of Spain.

of new and badly needed housing facilities, better transportation (both public and private), and even tourism have all combined to create a new atmosphere of progress and confidence, markedly different from conditions observed in Spain even a year ago.

As three of the businessmen members of the Mission were specialists, the other two, Hector Dominguez and I, interviewed Spanish traders with a range of interests from insecticides, electronic equipment, shoes, and furniture to auto parts, abrasives and textiles.

There was a widespread interest in importing into Spain precision instruments for measuring and controlling temperatures and power; marine electronics; induction and electronic heating, melting, heat treating and casting equipment. Certainly there is an excellent opportunity for the sale of air conditioners, refrigeration, and automatic refrigeration and air conditioner controls.

Two other items which seem to be important are raw material for plastics and nylon scrap for extrusion and multifilament manufacture; and waste paper, paper pulp (either chemical or semi-chemical) and newsprint. The market for used tabulating and business form cards is reported to be particularly good.

The average businessman naturally is interested in the possibility of the sale of his product to the United States. Among such products are:

Spanish marble which today should be able to compete successfully with Italian; jewelry, flat sterling and plated silverware; textiles for women's clothing, of both natural and synthetic materials; magnesite ore (90,000 tons available annually) with 39% to 45% manganese oxide; wines; shoes; guitars.

Of particular interest, in my opinion, was a proposal for exporting germanium to the United States, for the manufacture of transistors.

Of special importance is the potential for sale in the United States of Spanish-made furniture, not only traditional styles but classic and modern as well. Such suppliers might be modest establishments with from 18 to 25 employees, or large and modern furniture factories.

Association

Although the majority of those interviewed were interested in selling to the United States, most of them were enthused about association with their American counterparts. They are tremendously impressed with U.S. business technical know-how, financial stability, modern industrial organization and methods.

Proposals for licensing or joint venture —some for operation in the United States, others for operation in Spain—

BUMPER TO BUMPER, trucks move along assembly line of factory in Madrid. Mission members saw need for modernization in many industries.

covered a variety of interests, including industrial equipment and machinery, auto parts and insecticides.

To try to place in focus this rapid view we have been privileged to have of Spanish business opportunities, I would conclude that there are opportunities for import and export in practically every phase of Spanish industry.

Small and medium-sized business is the backbone of any country's economy. The opportunity exists among small and medium-sized business groups: There our U.S. businessmen must seek it actively, for the competition is strong and getting more intense daily.

Credit terms extended must be reasonable and realistic—reasonable, in that they should approximate as closely as possible those offered our Stateside customers, and realistic in taking into consideration terms actually being offered by European competitors.

Although U.S. business starts out in foreign trade with Spain with the advantage of the respect that is held here for U.S. know-how, organization and financial stability, there must be some *quid pro quo*. On our side this might well be a willingness to take on medium sized projects and not just wait for the one big deal, as well as a bit of courage to overcome what is probably an inborn trait of small business—the reluctance to enter an overseas market.

Great changes have taken place, and are taking place daily—in transportation, communication and credit facilities. They now put foreign trade within our small and medium-sized businessmen's reach. We found a warm reception and deep interest in the business proposals brought to Spain by our Mission. We learned, too, that many of the proposals brought here two years ago by a similar mission have developed into reality and successful business is being carried on.

Richard Durham, maintaining offices in the Chase Manhattan Bank Building at Rio Piedras, is an industrial management consultant for Puerto Rican corporations, in such areas as tubes and other standard steel manufactures, adhesives, and balsa wood. Decades as a top management member in companies handling sugar refining, distilling, and purchasing and processing industrial diamonds have provided Spanish-speaking Durham a well-rounded familiarity with a variety of industrial, financial, commercial, and organizational problems.

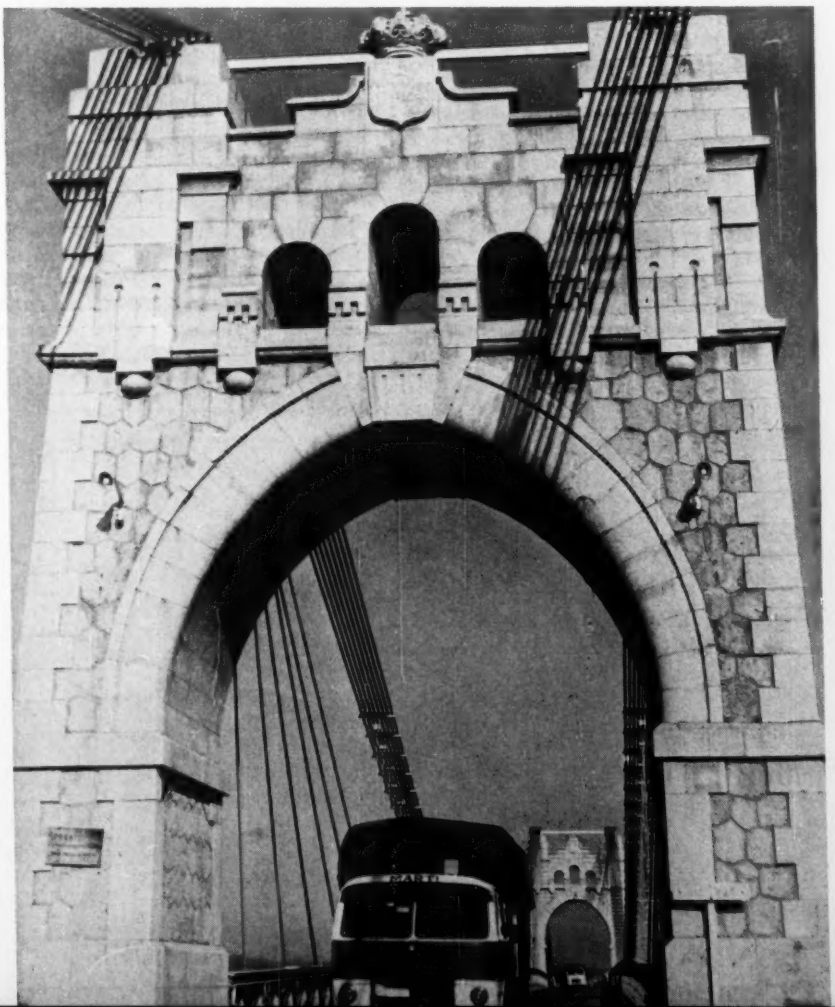
Industrial machinery moves to top spot in United States exports to Spain*

Millions of dollars

Principal U.S. exports	1962	1963	1st half 1964
Total	233,128	277,490	142,658
Industrial machinery and parts	14,744	15,787	24,428
Grains, grain preparations	34,126	57,958	21,565
Fodder, feeds	3,714	16,836	20,043
Electric machinery, appliances	13,296	8,594	13,458
Coal	6,771	14,549	7,502
Tobacco	4,824	5,711	6,492
Power generating machinery	10,779	10,658	4,739
Animal oils, inedible	5,747	7,489	3,705
Metal machinery, parts	9,593	8,053	3,160
Tractors and parts	963	3,347	2,954
Rubber and manufactures	3,990	3,954	2,260
Office machines	1,564	4,189	2,029
Aircraft and parts	6,738	12,906	46
vegetable oils, refined	15,904	20,971	1
Soybean oil, crude	27,392	20,942	0
Other	72,983	65,546	30,276

* U.S. Bureau of Census statistics, values f.a.s.

A VAN TAKES MOST OF THE ROOM available to traffic on the one-lane Amposta Bridge over the Ebro River. Ancient structure will be replaced by new four-lane bridge in Spanish Government highway program financed by $33 million World Bank loan and covering 460 miles of roads.



Spain: A past, a future

Farm, factory account for 50% of GNP in nation with $15 billion growth plan

Spain, a country of 31 million people, offers increasingly good possibilities for trade and investment.

Beginning in 1959 with the Government's economic stabilization plan there has been a progressive liberalization of imports and of investment possibilities. A steady growth has characterized practically all sectors of the economy.

Industrial production had an annual average growth rate between 1953 and 1963 of 7.8% and an increase of 9.1% in 1963. This growth promises to be accelerated by the 1964-67 Economic and Social Development Plan.

For the present, however, Spain is still largely agricultural. In 1963 agriculture, together with fishing and forestry, accounted for almost 25% of the gross national product (GNP) and more than half of Spain's exports. It furnished a livelihood for about 40% of the people.

Rich in mineral resources

Spain is also comparatively rich in mineral resources, even though some of its higher grade ore deposits have been exhausted. Substantial iron ore and coal deposits are found in the north. In other areas there are iron pyrites, lead, potash, and mercury. No important oil deposits have been located in Spain, although the Government is encouraging exploration. Some petroleum products are derived from oil-bearing shales. The total value of mineral production in 1962 was $200 million.

The mining industry has experienced mounting difficulties since 1959, primarily because of strikes, undercapitalization of many small mines, a low rate of mechanization, and the general oversupply of world minerals.

Manufacturing accounts for close to 25% of GNP. Prospects for expansion of manufacturing are excellent, especially if, as anticipated, domestic demand holds up and greater efficiency is introduced under the stimulus of the new development plan.

The textile industry is largely concentrated in the Catalan region. Cotton remains the most important segment of the industry. The Government has set up special plans for the modernization of industry, but action under this plan has been limited. The value of textile production in 1962 was $1,004 million.

The expanding chemical industry is credited with making an important contribution to Spain's industrial development. It is still small compared to those of other European countries, total production amounting to about $816 million in 1962.

Spain's iron and steel industry in 1963 produced 1,912,158 metric tons of pig iron and 2,257,117 metric tons of steel ingots. The motor vehicle industry is increasing in importance, showing an output of 120,560 vehicles in 1963 compared with 100,108 units in 1962. Other industries of importance are shipbuilding, paper, petroleum refining, cement, and machine construction.

Installed capacity of electric power in Spain at the beginning of 1962 was 2,227,105 kilowatts for thermal installations and 4,796,106 kilowatts for hydroelectric installations. Electric power production in 1962 was 22.9 billion kilowatt-hours, compared with 20.8 billion in 1961.

The GNP for 1962 is provisionally calculated by the Ministry of Finance at about $12.9 billion, a rise of about 6.1% at constant prices over 1961. GNP at current prices in 1963 is estimated at $13.8 billion.

Exchange reserves at record

At the end of September 1964 Spain's reserves of gold and foreign exchange stood at the record level of $1,375 million, some 27% above that of September 1963.

The Spanish balance of payments for the first 9 months of 1964 was in surplus by $266 million, according to preliminary figures released by the Spanish Foreign Exchange Institute. This compares with a surplus of $58 million for the first 9 months of 1963.

Tourism continued to be the single most important factor in the balance of payments. Net tourist receipts were $611 million in 1963, and for the first half of 1964 were $321 million, up 45% from the first half of 1963. Through June some 4.8 million tourists had entered Spain.

Development plans

On January 1, 1964, Spain launched its new Economic and Social Development Plan to span the years 1964-67. The plan calls for public and private investment of $15 billion in a broad program which should represent many new opportunities for U.S. exporters.

A basic objective of the plan is a continued 6% annual rise in GNP at constant prices. To accomplish this, the Government will double its investment rate of recent years and try to induce a significantly increased amount of private investment.

About 24.6% of the $5.6 billion to be earmarked for public investment will be spent on transportation, particularly the highway network. Agriculture and irrigation will combine to account for 20.3%; housing and urbanization, 19.5%; financing of Government enterprises, 17.1%; and education and vocational training, 6.8%. The remaining 11.7% will be expended in diverse fields such as social assistance, scientific and technical investigation, information services and tourism.

Among the objectives of the plan is a doubling of steel production from 2.4

ANOTHER SHIP SAILS IN to harbor of Cartagena, where sea and mountains meet under a clear sky.

TRAFFIC SCOOTS ALONG six-lane section of highway between Madrid and Barcelona. Road plans include new route from Madrid, Barcelona to Alicante.

million tons (1963) to 4.5 million; a doubling of aluminum production to reach 70,000 tons in 1967; an increase in cement production capacity from 7.6 million to 14 million tons; an 11.5% increase in consumption of electricity; a doubling of the present production of automobiles, and a threefold increase in production of tractors.

The plan's impact on the private sector is described as "indicative"—that is, built on the concept of free play by market forces as the direct factor in private decisions, but these private decisions also will have the benefit of known intentions and desires of the Government.

Foreign capital

Private investments of $9.4 billion are contemplated. Among the areas in which private investments are to be made are iron and steel, nonferrous metals, building materials, chemicals, fertilizers, paper, machinery construction, food industries, consumer goods industries, and road and sea transport material. About $1.5 billion of the private investments during the four-year period is expected to be foreign capital.

One important feature of the plan was the selection of seven areas where certain benefits are to be granted new industrial establishments on a geographic basis. New enterprises located in these areas are to benefit from various tax reductions and other measures. Applications have been approved for $602 million in new investments in these areas, of which 18% or $140 million is foreign capital.

Those industries in which the heaviest investments are contemplated under the development plan should offer excellent opportunities for U.S. sales of capital equipment. Even prior to the inauguration of the plan, Spanish purchases of machinery and producers' durables rose sharply. Requirements are likely to remain high during the entire period of the development plan.

The United States has long been one of Spain's important trading partners, usually in the top three with Germany and the United Kingdom, as a supplier of imports and as a market for Spanish goods.

Spain's principal imports have been bread grains and other foodstuffs, textile fibers, tobacco, petroleum products, machinery, fertilizers, and transportation equipment. Exports have traditionally consisted of agricultural and forestry products, especially citrus fruits, olives, wine, and cork—and minerals.

Total Spanish imports in 1963 reached $1,956 million, up 24% over 1962. Total exports amounted to $736 million, only slightly larger than 1962. According to Spanish statistics, Spain's imports from the U.S. were $320 million or 16% of the total. Exports to the United States were $97 million or 13% of the total.

Possibilities for the sale of U.S. goods have steadily improved in recent years with the liberalization of imports and should continue to improve under the Economic Development Plan. The outlook for capital goods is particularly favorable.

VIEW OF PORT and beach at Malaga shows docks, factories, one of town's social centers—bull ring.

Australia is modernizing

Special industry-organized trade mission urged as logical follow-up to '64

By MIGUEL A. NISTAL, Jr.
Bureau of International Commerce

An industry-organized, Government-approved dairy and food trade mission to Australia this spring would provide an effective follow-up to last year's machinery and equipment mission (INTERNATIONAL COMMERCE, May 4, 1964, pp. 7-24).

NISTAL

Many considerations flowing from my observations as a member of the 1964 mission have led to this conclusion. A new mission organized by the Dairy and Food Industries Supply Association would offer a low-cost, time-saving means of determining the best approach to the promising Australian market. Three major accomplishments could result:

► The extent of the market for particular products could be gauged and sales techniques perfected for each.

► Potential demand for homogenizing equipment and bulk milk dispensers could be sized up through tests of consumer acceptance.

► Long-term advantages of local manufacture under license, joint venture or direct investment could be realistically appraised, viewing Australia not only as a market in itself but also as a base for Far Eastern operations.

The Australian industrial boom of the past two years has only recently affected the dairy industry. Per capita milk and milk-products consumption is 20% below the Commonwealth average, and dropping. Export values are down 7% from 1962 and still declining. Milk production is at 70% capacity and, in spite of heavy subsidies, prices are below producers' demands. In short, the Australian milk processing and manufacturing industry is operating 15 years behind international standards in equipment capacity, product variety, distribution and marketing techniques.

Conservative estimates indicate that recent changes in market conditions will provide a domestic milk and milk products consumption increase of about 50% and milk and milk-product exports increase of 60% in 3-5 years, providing improved packaging, increased product variety and new marketing equipment and techniques are utilized.

To accomplish these goals, the dairy processing and manufacturing industry will have to modernize and expand faster. As some 80% of present equipment is of small capacity and more than five years old, pasteurizers, milk separators and other basic equipment will soon have to be replaced. Homogenizers—only three presently in Australia producing about 9,000 pints a day—are essential for the industry to accomplish package and distribution changes.

Bulk milk dispensers for restaurants, schools and shops will have a ready market if sufficient supplies of homogenized milk are available. Machinery and equipment that will provide product variety will also have an immediate market if sold in unison with product licenses or know-how.

Bulk milk tanks, delivery van and truck refrigeration units, pumps, compressors, refrigerated dairy cabinets, flavor-control and a wide range of service equipment and supplies can find eager buyers.

Technical superiority, service, spare parts and delivery are increasingly offsetting price consideration as Australians insist on high-volume, automatic, low-maintenance, quality equipment. Other factors combine to lessen the importance of price: a leveling-out of wage differences between the United States and our European competitors, high production costs generally found in Australian equipment, and utilization of "by-law" procedures to override tariff advantages granted the United Kingdom as well as Australian industry.

the author

A trade development officer in the Trade Missions Division of the Bureau of International Commerce, Nistal's duties include dissemination to the U.S. business community of trade opportunities unearthed by U.S. trade missions abroad. Tampa-born, he served with the firm of Nistal & Diez, Havana and Tampa, and was picked by the U.S. Department of Commerce to develop a program promoting the services of U.S. engineering firms overseas.

New buying habits

Changing domestic consumer buying habits and conditions of the Far East market are extremely favorable to Australian milk and milk-product demand. Large expenditures on equipment will continue to be made by the dairy processing and manufacturing industry, and American equipment has a comparative advantage in this market.

The Australian market, even now, is richer than the population figure of 11 million would indicate. Per capita income is $1,547—one of the highest in the world—with almost full employment (about 1.6% unemployment rate in 1963) and a less than 1% price rise.

Bank liquidity and capital investment are at an all-time high, construction is at record levels and exports are up 30% over last year. Bankers and business analysts speak confidently of higher peaks to come.

U.S. components

Added to this burgeoning domestic market is an ever-increasing overseas market for exports made in Australia, often with United States components, United States machinery and United States technical know-how.

With government incentives on income tax returns for overseas market development costs and payroll tax rebates, Australian goods and services are beginning to crowd competition in the Far East—potentially half of the world's market.

Completion of the Snowy River scheme will put an additional two million acres of once arid land into profitable production and make Australia the food supplier of the Far East. Among more immediate markets for these products are Japan, Hong Kong and India, and to a more limited extent, Malaysia, Korea, and the Philippines.

With the development of these and other countries in the Far East, the

market for Australian food products can be expected to increase proportionately.

Half developed

The Australian dairy farm is among the most advanced in the world and recent labor-saving devices have greatly reduced costs to United States proportions and below in some cases. The dairy-processing industry, on the other hand, has found itself in a state of half development. With some firms boasting the latest and most productive equipment available, costs are still high and equipment is limited to low-volume, basic-product types and bottling equipment.

Distribution is extremely costly. Liquid milk is put up in one-pint (1.2 U.S. pints) returnable glass bottles which are delivered daily door-to-door. Because of the cost of handling the package, supermarkets and even corner grocery stores refuse to stock milk. So time- and labor-consuming is this distribution method that in Melbourne milk deliveries by horse and buggy are less costly than trucks.

Hotels and restaurants receive milk daily in 5-gallon cans from which each glass served to a customer must be dipped by hand. Restaurants and hotels often discourage milk orders by customers or refuse to carry the product.

Other milk products such as cheese, butter, skim and powdered milk and cream are poorly packaged and do not lend themselves to dairy case marketing.

Another difficulty is lack of variety to tempt the customer out of his relatively low consumption of dairy products. Excluding ice cream, less than 16 different dairy items can be found either in the stores, dairy bars or at home compared to a list of over 75 items normally available in the United States, excluding non-food items.

To offset this low domestic consumption rate, especially in liquid milk, over 79% of Australia's total milk production is processed into other items—butter (64%), cheese (9%) and preserved milk products (6%). The remainder is utilized for whole milk and fed to animals, and a portion is actually dumped. The 64% utilized for butter is heavily subsidized in order to compete internationally. Of total milk production, up to 40% enters the world market, recently at prices below cost.

Cut back, or consume more

The situation is one of contradiction. Living in a major milk-producing country, Australians consume 20% less milk and milk products than the Commonwealth average and 11% less than Americans. They export a tremendous excess, almost all in butter, at prices below production cost. With domestic consumption of milk and milk products showing a decrease in the first half of 1964, butter prices falling and such a limited selection of milk and milk products available for stabilizing the industry, the Australian milk industry must immediately either cut back production or increase consumption.

To cut back an already limited production would require an increase in subsidies to a totally unacceptable level. More consumption, both domestically and internationally, is the only feasible solution.

This solution was urged in a recent committee report on the dairy industry, approved by Parliament. Among the recommendations were:

► Increase the availability and variety of milk and milk products.

► Cut processing and manufacturing costs by modernizing and consolidating the milk-processing industry.

► Make Government low-cost loans available for financing modernization programs.

It is generally agreed that variety, package improvements, ready availability and utilization of advanced marketing techniques would probably result in a 50% increase in domestic consumption and also effect substantial reduction of distribution costs over a 3-5 year period. Improved packaging and greater variety would also facilitate gains of as much as 60% in the Far East market.

Domestically, the dairy farmer has complained about restriction of milk production. Operating at about 70% capacity, he is impatient about the niggardly increase in consumption. More than 30 research teams seeking solutions to the problems have been looking for new dairy products or methods to increase consumer demand.

Until its industrial base is completed, the Government has sought stabilization of export earnings through the establishment of a textile, food, and dairy processing industry, exporting finished or at least semi-processed items, less susceptible to radical price fluctuations.

Incentives

Special rebates in the form of tax concessions have been offered to exporters. Low-cost financing for plant modernization and expansion has been made available. In the dairy field, research contracts aimed at cost reduction and increased consumer consumption have been initiated.

The Australian Dairy Produce Board has been given primary responsibility for promoting increased diversification of dairy items and increased consumer consumption. In addition, milk products have been increasingly promoted abroad.

State milk marketing boards have been pushing modernization and diversification among the dairy processors and manufacturers.

As if to facilitate this effort, consumer buying habits indicate a favorable change. The supermarket—overwhelmingly accepted—provides low-cost distribution centers. The success of large and economy-size packages of food and household items, specialty foods recently introduced, dramatic sales increases in the "large" refrigerator, and the increase in income expended on food items over the last two years are all indicative of this change and the need for the dairy industry to adapt itself accordingly.

Real and immediately potential markets for dairy products are just being realized by Australia. Japan, with dairy-product consumption increasing 25% annually, provides about 20% of its internal need. Hong Kong, Malaysia, India and Pakistan are facing similar situations.

In conversations with members of the United States trade missions to Australia last March, dairy processors and manufacturers expressed great interest in United States machinery and equipment aimed at high production, low cost and product diversification.

Among many areas of opportunity are some which are especially promising, including carton-forming and filling machinery; homogenizing equipment and bulk-milk dispensers; milk-treatment plants; special equipment for up-and-coming market penetrators like whipped cream in aerosol-bomb containers, dried cream for hot drinks, concentrated whole milk, milk for coffee, better "instant" products and exotic cheeses; refrigerated milk trucks and vans, automatic handling equipment and truck refrigeration units, and refrigerated show cases; bulk tanks; cleaning equipment and supplies; and flavorings, syrups and similar products, particularly for ice cream.

Government controls

There are no license or exchange controls in Australia which would apply to United States exports of dairy machinery and equipment. Normal documentation, labeling and marking requirements exist.

There are three different Australian tariff rates: a preferential rate for Britain and the Commonwealth, a higher most-favored-nation rate for most countries, including the United States, and a higher general rate for the remaining few countries. Normally, United States dairy

machinery and equipment is subject to an average 35% ad valorem or the current domestic market value of the goods, whichever is higher. Britain and the Commonwealth countries are subject to an average of 15% for this equipment.

The tariff provision most used by United States firms is the "by-law device." This provides for remission or reduction of the duty (35% average) for dairy machinery and equipment, provided "suitably equivalent goods which are the produce or manufacture of Australia are not reasonably available."

If customs agrees that the machinery or equipment is not "reasonably available" in Australia or from the United Kingdom, no duty is levied. If not available in Australia but available from the United Kingdom, the duty will be 15% (preferential rate for dairy machinery and equipment).

"Reasonably available" is the key to the by-law device. If you can present a case showing that a particular piece of machinery or equipment is not made in Australia or in the United Kingdom or that similar equipment manufactured is not the same due to technical advances, etc., of your equipment, the by-law can be applied. Presently, a good proportion of United States equipment is entering Australia under by-law.

Nevertheless, even with normal tariff duties, certain types of U.S.-made equipment—including farm bulk-milk tanks—are competing with identical equipment produced in Australia.

Customs surcharges, known as primage duties, are levied against numerous goods. Most essential goods and raw materials are exempt. Where applicable, rates are generally 5% ad valorem, British preferential, and 10% under other columns. In many instances, British goods are exempt from primage while similar goods from the United States will be subject to 5% ad valorem.

Milk boards

The marketing of liquid milk and cream in Australia is mostly under the control of the various state milk boards. These boards administer health requirements, set the prices and sales regions for the producers and also market a considerable quantity of milk themselves.

Butter and cheese are sold without controls by manufacturers to wholesalers who in turn sell to retailers. Some of the wholesalers are marketing branches of factories, or groups of factories.

Exports of butter, cheese and casein to the United Kingdom are handled by the Australian Dairy Produce Board, which buys from factories at a guaranteed price and markets the goods in the United Kingdom. Exports of these commodities to other countries are handled by private firms licensed by the Dairy Produce Board.

Distribution

The Australian dairy industry is concentrated in Victoria with New South Wales and Queensland second.

Victoria produces 43% of the milk, 43% of the cheese and 45% of the butter for the country.

New South Wales and Queensland are the major producers of processed milk products (64% and 20% respectively) and account for 45% of the milk, 29% of the cheese and 41% of the butter.

Distribution centers should be located in Melbourne, Victoria, Sydney, New South Wales and Brisbane, Queensland. From these points more than 80% of the industry and about 90% of the production can be rapidly serviced with the least expense. Service and parts storage facilities are a necessity.

Potential customers

Sales of machinery and equipment to dairy processors and manufacturers will be affected by local milk marketing boards, but individual dairy companies purchase their own equipment without board consent or approval. Since the boards market some milk, they are potential customers for distribution and marketing equipment and supplies.

There are 353 dairy-processing and manufacturing plants presently operating in Australia. The average size is 32 employees with 90 firms employing more than 50 and only six employing more than 200. Although the industry is generally composed of small firms, the trend is toward consolidation into larger, more economical operations.

As an indication of the scope of this market, the Australian dairy processing and manufacturing industry in June 1962 had a book value in excess of $74 million with new-plant and machinery added value of more than $9 million. Imports of dairy-processing and manufacturing machinery, equipment and parts were valued in 1962-63 at $3 million, with domestic purchases valued in excess of $6.5 million.

Of the five principal types of equipment and machinery now in use in Australia, an average of 80% is at least 5 years old. Much of the equipment is inefficient, low-capacity and lacking in latest quality controls and technical features.

Australia has been selected by many U.S. firms as a distribution or manufacturing base covering the Far East. Among the markets immediately open are New Zealand, the Philippines, Japan, Hong Kong, Malaysia and India.

The goal of a 50-70% increase in milk and milk product consumption could be reached within three to five years if improved packaging, variety, availability and convenience are achieved and intensive marketing methods utilized.

Internationally, several types of Australian milk products have a ready market, assuming the necessary packaging and marketing techniques are applied. Japan, the Philippines, Malaysia, Hong Kong and India are representative of the more immediate potentials.

Competition

American dairy-processing, manufacturing and marketing equipment faces heavy but not insurmountable competition for the simple, less technical equipment. The United States has an advantage in technical, large-capacity and high-production equipment.

Locally produced items carry a higher f.o.b. factory price than similar United States equipment. Generally the addition of freight, insurance and tariff charges rules out U.S. competition except on a local manufacturing basis through licensing, joint venture or direct investment. Exceptions, however, are not uncommon. As in the bulk-milk tank example, high production costs due to inefficient equipment, labor costs and insistence on exceptionally high profit (often in excess of 20%) tend to drive protected domestic prices above those of similar United States imports.

The United Kindom presently accounts for about 34% of this market but her position is definitely declining. The United States, Germany and Sweden are other major suppliers. In 1963, America accounted for nearly 23% of Australian imports of this equipment, almost all in the sophisticated, high-production and technical types.

Australian industry is becoming less concerned with equipment prices and more concerned with technical advances pursuant to high production, automatic equipment with minimum down-time and, low maintenance costs. With increasing labor costs and the necessity to meet international prices and quality without damaging present profit margins, there is less preoccupation with initial costs of capital equipment. This is to the advantage of U.S. suppliers.

U.N. Special Fund implements 421 investment projects in 130 areas

See potential for U.S. business in operation underway in developing countries as 5-year project is studied

By J. L. MALONE

Trade Opportunities Staff

A "Special Fund," created by the United Nations to assist the economic growth of developing countries, has implemented 421 high priority pre-investment projects 130 low-income countries and territories a recent report reveals. The Fund strives to create conditions which make feasible, or more effective, capital investment in the countries involved.

Sub-agencies of the Fund are known as "Executing Agencies" and have the responsibility of awarding contracts and over-all supervision of the projects, after their approval by the governing council.

U.S. officials believe that the operation holds considerable potential for American firms. The 421 projects reported on in the past five years have been of the following basic types:

Number	*Type*
167	Preinvestment resource surveys and feasibility studies
163	Advanced education and technical training institution assistance projects
84	Applied research support projects
7	Regional and national development planning projects

The gross cost of the 421 projects is reported at $919 million mark, with $374 million coming from the UNSF and the balance of $545 million from the recipient governments.

Worldwide program

The program to date has had the following geographic distribution of projects:

Region	*No. of Projects*	*Total*
Africa	132	$291,323,100
The Americas	110	215,919,000
Asia and the Far East	120	274,691,100
Europe	23	60,319,200
Middle East	35	72,528,600
Inter-Regional	1	3,866,000
	421	$918,647,000

- 24 Projects had been completed.
- 234 projects were under field execution.
- 116 Projects were scheduled to start field operations by 31 March 1964.
- $199 million had been spent on the execution of projects by Dec. 31, 1963 (of which $125 million had been spent by recipient governments and $74 million by the Special Fund).
- 1,840 international experts had served on projects, of whom 1,300 were in the field as of March 31, 1964.
- 1,200 nationals were working on Special Fund projects as of March 31, 1964.
- 571 key project personnel had been awarded fellowships for advanced training abroad as of March 31, 1964.
- $29.8 million worth of UNSF project equipment had been delivered by Dec. 31, 1963.
- 45,000 nationals had completed or were taking courses in 78 UNSF assisted training institutions by Dec. 31, 1963.

Resulting investment

As of July 1964, the Special Fund has compiled the following data on the first 12 pre-investment surveys to be completed. The recipient governments have arranged the following loans and grants to implement the findings of these first 12 surveys:

UN Special Fund Contributions	$ 5,902,400
Recipient Country Counterpart Contributions	4,912,100
Total cost of 12 Pre-Investment Surveys	**$ 10,814,500**
Finances Arranged from Foreign Sources	519,250,000
Finances Arranged from Domestic Sources	235,500,000
Total Investments Arranged by Country for	**$754,750,000**

The actual investment to date compares with the cost of the pre-investment surveys as shown on page 26.

12 survey financing breakdown

(In Thousands of U.S. Dollars)

COUNTRY	*UNSF COMPLETED SURVEY*	*COST OF SURVEY*		*INVESTMENT ARRANGED ON SURVEY*		
		TOTAL COST	UNSF CONTRIBUTION	EXTERNAL	FINDINGS DOMESTIC	TOTAL
ARGENTINA	Electric Power Survey	$ 337.5	$ 287.5	$181,000.0	$121,000.0	$302,000.0
ARGENTINA	Transportation Study	1,045.0	520.0	91,700.0	.....	91,700.0
CHINA	Hydraulics Development Project	520.1	342.0	3,700.0	.....	3,700.0
CHILE	Mineral Survey	1,719.0	1,080.5	400.0	1,500.0	1,900.0
ECUADOR	Pre-Colonization Survey	289.5	168.0	2,500.0	4,000.0	6,500.0
GHANA	Survey of the Volta Flood Plain	540.0	385.0	33,000.0	3,000.0	36,000.0
GREECE	Groundwater Survey	408.0	298.0	.....	200.0	200.0
GUATEMALA	Power and Irrigation Survey	883.5	673.5	3,450.0	1,850.0	3,500.0
MEXICO	National Forest Inventory	1,461.9	417.9	24,000.0	23,000.0	47,000.0
NIGERIA	Niger Dams Survey	2,425.0	735.0	140,500.0	67,500.0	208,000.0
MEKONG	Mekong Tributaries Survey	290.0	225.0	11,000.0	6,000.0	17,000.0
C. AMERICA	Central American Telecommunications	895.0	770.0	18,000.0	7,500.0	25,500.0
	TOTALS	$10,814.5	$5,902.4	$519,250.0	$235,500.0	$754,800.0

Total project cost, as percent of total resulting investment.... 1.47%
Total Special Fund expenditure, as percent of total foreign investment to date.....1.20%
This last percentage will decline further, as additional financing is obtained for the projects as they are listed.

Summaries in stages 1 and 2 of UNSF projects, as well as a list of the "Executing Agencies" may be obtained from the author in BDSA, Rm. 4203, Department of Commerce, Washington, D.C. 20230.

EEC agreement on common grain price opens door to Kennedy Round discussions

Move seen unifying agricultural sectors as target prices and standards are established to guide support activities

Members of the European Economic Community have agreed on a common price for grain products, opening the door to the unification of the six members' agricultural sectors and to negotiations on agricultural products in the Kennedy Round.

These prices, known as target prices, are standards set up to guide government support activities in the agricultural sector.

The EEC Council of Ministers accepted the basic price levels proposed by the Commission in Nov. 1963, and set July 1, 1967, as the date on which these common prices are to be applied in all six member countries.

Application of common farm prices on this date is three years ahead of the Common Agriculture Policy schedule set up in the Rome Treaty at the time the EEC was organized.

Compensatory payments approved

The Council also adopted the Commission's proposals for compensatory payments, contributed by all six members, to German, Italian and Luxembourg farmers suffering losses of farm income due to the new target prices.

These payments of $280 million to Germany, $131 million to Italy and $2.5 million to Luxembourg will be made over three crop years, 1967-1970, and will be entirely phased out by the end of that period.

The target price for soft wheat is $106.25 per metric ton (2200 lb.) or $2.89 a bushel—a compromise between the Community's highest price in Germany of $118.90 and its lowest price in France of $100.20. France is the Community's largest grain producer and exporter.

The target price for rye has been set at $93.75 per metric ton; for hard wheat at $125.

Prices for barley and corn, $91.25 and $90.63 respectively, were set lower than originally proposed by the Commission in response to a request by Italy which imports a large part of its feed grain supply.

In addition, Italy was authorized to lower by $7.50 per metric ton its levy on barley and corn arriving by ship from non-EEC countries until the 1971-72 season, with a further provision for an additional $2.50 reduction through the 1969-70 season.

Other common prices possible

Adoption of a common grain price makes possible the creation of common prices for many other farm products by means of conversion coefficients. These products include pork, poultry, eggs, dairy products, beef, veal and rice.

The new target prices will also be used for calculating minimum and support prices for imported products.

Since the EEC Commission negotiates on behalf of the six member states in the Kennedy Round, the adoption of a common grain price should facilitate the negotiations on agricultural products.

COMING

in the January 18th issue

SPECIAL REPORTS

from more than 50 principal overseas markets

The 1965 guide to the markets of the world

'E' AWARDS

U.S. polishing cloth maker develops new overseas market

New Jersey firm wins award after company president made trip

A European manufacturer of quilting products once saw a local automobile dealer using a U.S.-made polishing cloth. He took a sample, thinking he could use it as a backing for his product.

The result of this chance exposure was a new market for the Nu-Tex Corp. of Bound Brook, N.J., manufacturers of specialized industrial polishing and cleaning cloths.

This happening was but one more step in the young export program of Nu-Tex. The first step was a trip in 1959 to Europe by Laurence J. Urdang, president—a trip which opened up several markets.

Additional trips to Europe and Canada followed. Export sales in the 1960-63 period rose by approximately 800%. The firm's exports now are 28% of the total sales.

In a ceremony Dec. 17 at the Overseas Press Club in New York City, Urdang accepted the President's "E" award for excellence in exporting. William W. Shaef, Director, Business Services and Analysis Division, Office of Textiles, BDSA, made the presentation.

Four other organizations were added to the "E" list in the Dec. 17-22 period.

Feared tariffs

Plus Poultry, Inc., of Sileam Springs, Ala., began to develop the Japanese market in 1961 because they feared the restrictive tariffs that finally went into effect in the European Common Market in 1962.

The company's sales to Japan have expanded constantly since then. The firm doesn't sell nearly as much in Japan as it did in the Common Market but sales are expected to increase from now on. Plus Poultry's exports total 2.9% of the entire sales volume, a drop from the 9.2% of 1962 because of the Common Market tariffs.

Assistant Secretary of Agriculture George L. Mehren presented the award Dec. 18 at the Agriculture Department in Washington to M. H. Simmons, president. Simmons is also chairman of the

Board of the Institute of American Poultry Industries.

Hops producers

S. S. Steiner, one of the largest exporters of American hops, sells almost half (47.9%) of its hops to other lands, and has been persuading brewers overseas to buy them since the turn of the century.

The company has been successful in exporting by two main paths—personal visits overseas and working with independent growers and federal and state agriculture departments here at home.

Steiner exports hops to all of Latin America, Canada, almost every Western European country, many African nations, and to Japan and the Philippines.

Under Secretary of Commerce Franklin D. Roosevelt Jr. presented the award Dec. 21 at the Commerce Department in Washington to Mrs. Louis S. Gimbel, Jr., chairman of the board, and to Julius Steiner, president.

The Martin-Decker Corp., a large manufacturer of oil well drilling instruments, measures its success on the percentage of total available business it obtains.

The long Beach, Calif., firm said over 95% of the operating foreign rigs at the end of 1963 were equipped by Martin-Decker. This was an increase of 20% over 1959-60, the firm said, despite two strong sales deterrents—a lower "rig count" abroad and lower prices of English, German and French competitors.

Richard H. Holton, Assistant Secretary for Economic Affairs, presented the award Dec. 22 at the company plant to Elmer L. Decker, president.

The same day, in Los Angeles, the United California Bank was honored. The services of its international division are utilized on a world-wide basis, and the bank has lines of credit and commitments in 51 countries and correspondent relationships with 217 banks in 69 countries.

In 1962, the bank established the International Marketing Association of Orange County to help promote export expansion in southern California.

Richard Holton also presented this award. Frank L. King, chairman of the board, accepted at a ceremony in the bank.

Next Week

The U.S. Trade Mission to Greece reports on market there

5 million Danes like U.S. products

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

COPENHAGEN—Shafts of light plunged through a glass roof to the room below. Across the table a United States Ambassador smiled prettily, attractively dressed in an outfit that included a basket-size brown nutria hat with a twist on top like the ribbon on a gift wrapped package, shoes with low heels, a neat gold necklace and two burnt red amber earrings.

Katharine White is currently the only lady serving outside the United States with ambassadorial rank. And if this corner's approach to fashion and couturier is not as fresh as Cholly Knickerbocker's, it is not our normal beat to report the sartorial skill of U.S. diplomats, nor to dine with attractive and dazzling Chiefs of Missions.

As a bonus there is even a beautiful Commercial Attaché, Marion Anderson, a 19 year veteran of America's overseas economic problems, who must have entered government just after leaving eighth grade.

In this country of 5 million people, where signs read "stop for bud" to English speaking travellers instead of no parking, the United States is selling 2 for 1 in mutual trade. This is a nation with whom America is warm and cozy. There is more English spoken than in New York City, instruction beginning in the third grade, not as a memory exercise but as a means of conversation, such as the United States is now advocating in elementary schools.

The Danish-American Club, who were hosts this day, waived the men only rule, being conditioned lately to ladies in the embassy. Mrs. White follows close on the tiny spiked heels of Ambassador Eugenie Anderson, recently of Bulgaria.

"I wish you could know how much the United States is doing to promote two-way trade, two-way travel and two-way investment," she told a packed audience in this main dining room of the Hotel d'Angleterre.

Madame Ambassador, who shares a legacy as the daughter of a one-time Ambassador to Turkey, pointed out with slight historical liberty, that Leif Ericson discovered America several hundred years before Columbus. That these seafaring people kept Greenland instead of the American continent was not mentioned.

Earlier the Ambassador had sat in a meeting of U.S. business leaders, and expressed confidence as strong as her native New Jersey Palisades that cooperation should be counted upon to give atomic lift to U.S.-Danish trade, currently running at an annual level from the U.S. of $170 million, a 25% increase over last year. Total Danish imports amount to more than $2 billion.

Turn the coin and Americans eat Danish bacon and ham, drink Carlsberg and Tuberg beer or Cherry Heering Liqueur. Agricultural products make up about half of the U.S. purchases.

The only person in Denmark who moves faster than the Ambassador is her retired contractor husband, Arthur White, a man with enough hair on his head including a moustache to be of interest to the Department of Agriculture, and a man with an IBM system turned on hurry.

"There would be no imbalance of payments if Victor Borge would just send it over to a Danish bank," he said. "Even a little of it."

Walk up the Stroygett, Denmark's main street. This is a city of sophistication, of smart shops and where every blonde seems like a member of a welcoming committee.

Look at their motor cars, the allure of their arts, the swish of their skirts, the tunes they whistle. The homes in which they live.

There is nothing fishy in Denmark, unless it is the succulent seafood and the delightful way Danish chefs prepare and serve it in Copenhagen restaurants.

Advanced U.S. business machines, smaller labor-saving devices to be shown at Frankfurt Center

German industry now holds major portion of this market; American products, however, should be readily accepted

Advanced types of American-made business machines and smaller labor saving devices which contribute to modern office procedures will be featured in a specialty exhibit at the U.S. Trade Center in Frankfurt, March 10-17.

Surveys conducted by the Commerce Department's Bureau of International Commerce (BIC) show the German business machine and office equipment market has expanded greatly in recent years and offers U.S. producers a multi-million-dollar potential sales source.

Economy grows fast

Back of this demand is the fast-growing economy of the Federal Republic which has produced a pressing labor shortage and put a premium on labor-saving business equipment.

German industry holds a major portion of this market, but American inventive skill and mass production methods are steadily developing new products that find ready sale in Germany and its neighboring countries. These products range from small office devices to complex pieces of machinery. Their common feature is that they perform a given office task faster, more cheaply, and with less labor than the items they have supplanted.

Ordinary office equipment, such as typewriters, calculators, and duplicators, have little chance to sell against existing German and foreign competition.

But these do

There are, however, two broad fields in which U.S. products are competing successfully:

1. Highly sophisticated electronic equipment in areas of reprography, computation and communication.
2. Various smaller types of office devices which combine novel ideas with labor-saving features. U.S. mass production methods often result in a very competitive price for such products, but they are usually sought more for their efficiency than their low price.

U.S. firms are advised to concentrate on new products when exhibiting in the Frankfurt Trade Center. Newcomers to the market will find the Trade Center not only an exceptional medium for display of their goods for prospective customers, but also for obtaining sales representatives in this expanding field.

According to a survey conducted for the Department of Commerce, consumption in the German market of office machinery, excluding computers, totaled approximately $300 million in 1963. The survey estimates the annual growth rate of this market to be 15% to 18%.

In addition to direct exports, U.S. manufacturers participate in the German business equipment market through licensing arrangements and manufacturing in subsidiary plants.

Wide publicity

The U.S. Trade Center is located in downtown Frankfurt. The exhibit (in an 80-foot show window and 6,000 square feet of display space) will be publicized widely in Germany and other European countries. American exhibitors will receive assistance from U.S. foreign service commercial officers in locating customers and representatives.

During the past two years, the Frankfurt Trade Center has staged 18 export promotion exhibits which have resulted in more than $7.5 million in floor sales. Over 500 U.S. exhibitors have estimated their potential sales in excess of $55 million from this exposure to the German market.

Write: Bureau of International Commerce, (Code 8193), Department of Commerce, Washington, D.C. 20230, (Phone: Area Code 202, WO 7-3842) or contact any of the Department's 42 Field Offices.

Want new markets? fairs and missions appear in calendar

Are people in other countries interested in U.S. business machines, air pollution equipment, processed foods and hundreds of other products?

A good way to find out is to go directly to some of these countries and exhibit through trade center shows and international trade fairs, say Bureau of International Commerce trade experts.

Another suggested method is to send business proposals abroad with trade mission teams which frequently go out to all parts of the free world.

See following page

Dates for upcoming shows and missions are listed in the exporters' calendar on the following page.

Commercial fairs are held where there is a definite need and market for U.S. goods. Those which include a U.S. business information center are indicated by (BIC).

U.S. national exhibits are usually held in developing countries and in Soviet-bloc lands.

U.S. trade centers in London, Frankfurt, Bangkok, Tokyo and Milan limit their exhibits to specific product lines. The shows are open by invitation to buyers, agents, wholesalers and retailers. American exhibitors must arrange to have their own representative at the show.

Missions on move

Trade missions go out periodically to areas where market surveys have shown a good chance of increasing U.S. trade. Members talk to businessmen and association officials. They carry business proposals and bring back proposals for the American business community.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

BRITISH COLUMBIA FAIR

Displays of U.S. products are invited for the 4th British Columbia International Trade Fair to be held at Exhibition Park, Vancouver, in May 1967. Exact dates will be announced later.

Export expansion dates

Jan. 13 - 20—FRANKFURT Trade Center—institutional catering equipment*

Jan. 15 - Feb. 14—COLOMBO—Industrial exhibition (U.S. national)

Jan. 19 - 29—LONDON Trade Center—factory and office maintenance equipment *

Jan. 23 - 31—MILAN Trade Center—institutional catering equipment

Jan. 24 - Feb. 14—CARACAS—international trade fair (U.S. national)

Jan. 25 - Feb. 12—TOKYO Trade Center—U.S. Travel Service (local)

Feb. 3 - March 3—BANGKOK Trade Center—building materials and hardware*

Feb. 5 - 28—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair)

Feb. 17 - 24—FRANKFURT Trade Center—jewelry and personal accessories

Feb. 20 - March 20—PHILIPPINES—industrial machinery trade development mission

Feb. 20 - 27—MILAN Trade Center—high fidelity and stereo equipment

Feb. 23 - March 5—LONDON Trade Center—U.S. Department of Agriculture exhibition

Feb. 27 - March 27—INDIA—investment and industrial development trade mission

March 7 - 28—NAIROBI—U.S. national exhibition

March 8 - 16—UTRECHT—Royal Netherlands Industries Fair—industrial and commercial gas equipment

March 8 - 19—TOKYO Trade Center—processed foods (USDA)

March 10 - 17—FRANKFURT Trade Center—business machines and equipment

March 16 - 26—STOCKHOLM Trade Center—packaging machinery

March 20 - 25—MILAN Trade Center—housewares

March 20 - 29—LYON—international trade fair (BIC)

March 20 - April 20—THAILAND, REPUBLIC OF CHINA—trade and development mission

March 20 - April 20—IRAQ, KUWAIT, LEBANON—trade expansion mission

March 30 - April 9—LONDON Trade Center—small printing equipment

April 7 - 14—FRANKFURT Trade Center—food processing, freezing and packaging equipment (tentative)

April 14 - 25—MILAN Trade Center—U.S. Department of Agriculture—U.S. foods and agriculture

April 14 - 30—BANGKOK Trade Center—metal working equipment

April 16 - May 6—TOKYO—International Trade Fair—leisure goods and equipment

April 19 - 30—TOKYO Trade Center—air pollution control conference and exhibit

April 21 - 30—LONDON—International Engineering Exhibition—factory modernization equipment

April 24 - May 9—LILLE—international trade fair (BIC)

April 25 - May 4—HANOVER—international trade fair (BIC)

April 30 - May 11—BRUSSELS—international trade fair (BIC)

May 5 - 12—FRANKFURT Trade Center—poultry equipment (tentative)

May 11 - 21—LONDON Trade Center—audio-visual equipment and training aids (tentative)

May 15 - 29—TOKYO Trade Center—air conditioning and refrigeration equipment (tentative)

May 15 - June 12—COLOMBIA—building and investment trade development mission

May 18 - 21—STOCKHOLM Trade Center—apparel fabrics

May 19 - June 2—BANGKOK Trade Center—air conditioning and refrigeration equipment (tentative)

May 22 - 29—MILAN Trade Center—industrial fasteners (tentative)

May 25 - 28—FRANKFURT—Interstoff Fair—apparel textiles

May 1965—SEOUL—U.S. national exhibition

June 1 - 15—BARCELONA—International Fair—hand powered tools, light machine tools and metalworking machinery

June 9 - 16—FRANKFURT Trade Center—metal surface treatment and finishing equipment (tentative)

June 11 - 21—PARIS—International Air Show-aerospace industries (BIC)

June 14 - 25—STOCKHOLM Trade Center—medical and surgical instruments

June 15 - 25—LONDON Trade Center—industrial design services (tentative)

June 16 - 30—BANGKOK Trade Center—hotel, restaurant and apartment house equipment (tentative)

June 19 - 26—Electronic industrial process controls (tentative)

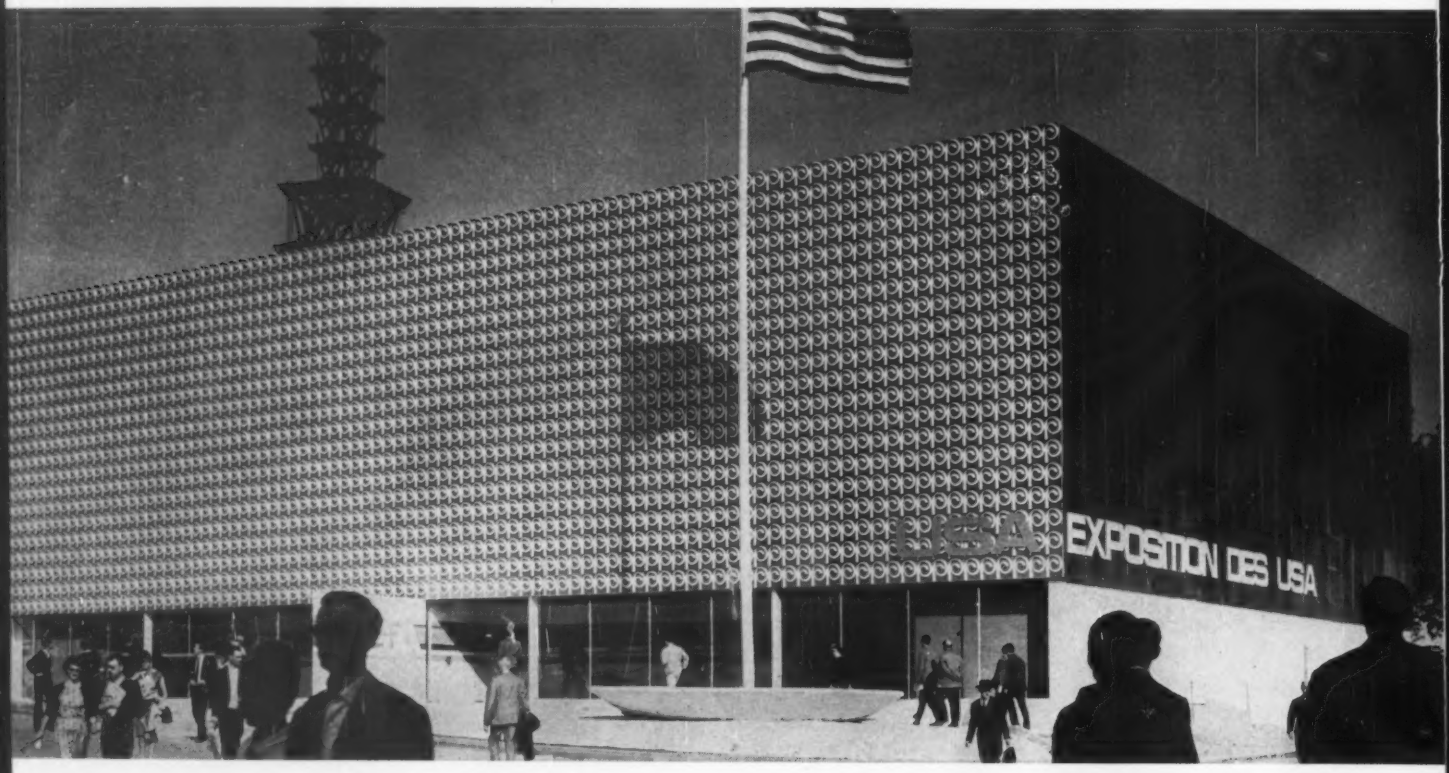
June 1965—TOKYO Trade Center—metal surface finishing equipment (tentative)

June 1965—POZNAN—U.S. national exhibition

June 1965—QUITO—U.S. national exhibition

July 3 - 11—COLOGNE—International Meat Industry Supply Exhibition

* Fully booked.



Imports from U.S. hit new peaks as French economy rolls along

Falling auto output, order backlogs may be prelude to slowdown; wider variety of U.S. goods winning acceptance from the French

The outlook for further growth of the French economy remains generally good, despite prospects of a slowdown in some industrial sectors. GNP for 1965 is expected to rise about 4% above the 1964 level.

French imports and exports were above the third quarter of last year. Imports from foreign currency areas climbed 14% to $1,877 million, while exports rose 9% to $1,670 million (f.o.b.). The uptrend of imports slackened further from the 31% and 18% increases of the first and second quarters. The rate at which exports rose was also below the 23% and 11% gains reported for the two preceding quarters.

French imports from the United States continued to score sharp gains. They climbed to $248 million in the third quarter, 31% above the corresponding period of last year. French purchases of U.S. goods totaled $857 million in the first nine months, a 34% gain over the same period of 1963. U.S. exports to France appear to be forging ahead on a broader front than in the past. Although the largest value of increases occurred in such traditionally strong U.S. export items as capital goods, semi-manufactures and raw materials, considerable gains were also registered in exports of consumer goods such as toys and games, clothing accessories, and musical instruments.

The following American products have excellent export potential: mechanical equipment; selected machine tools and pneumatic tools; office equipment, electronic and electrical equipment; automotive accessories; aircraft components; scientific and professional instruments; coloring materials; synthetic resins; vinylic lacquers; bulk vitamins and antibiotics; anti-corrosion products; pulp, paper and coniferous wood; air conditioning and refrigeration equipment; floor cleaning and waxing machines; dishwashing machines and packaging machinery; filtering and purifying machines for liquids or gases; steel mill and refinery equipment; drycleaning and laundry equipment; toys and sporting goods; certain items of women's apparel; and kitchen equipment.

Construction is booming. Output of the basic and intermediate industries, such as chemicals, petroleum and metals is increasing, and the capital equipment sector is improving. An excellent wheat crop and abundant fruit and wine harvest will put the year's agricultural production above the 1963 level. On the other hand, automobile production is declining, and order backlogs are receding in many manufacturing sectors.

The effects of the year-old stabilization program were apparent during the third quarter, in a continued slowdown in the expansion of money supply and credit. Price increases, which were mainly ascribed to seasonal factors, were not as pronounced as a year earlier. Although wages rose, the rises were not as sharp as in the comparable period of 1963. Profit margins continued to shrink, as freezing of prices was maintained.

The recently imposed British import levy is expected to have some limiting effect on future French exports since it applies to approximately 58% of British imports from France. Renault expects the levy to reduce its exports of automobiles to the United Kingdom by two-thirds.

French exports to the United States increased in the third quarter to $113 million, 5% over the July-September level of 1963. The nine month total was $344 million, an increase of 10% over 1963.

The French Government intends to give first priority to a vigorous export expansion program directed at the U.S. market in 1965.

Construction booming

One of the strongest sectors of the French economy is construction. Private building and public works have been rising at a combined annual rate of 10%. Dwelling completions are expected to reach 365,000 units for the year, compared with 336,000 units in 1963. In the chemical industry, another growth leader, annually adjusted output in the third quarter rose 8% over the corresponding period of 1963.

The steel industry continued its recovery which began earlier in the year, and the third-quarter rate of production increase matched that of the chemical sector.

In the final quarter of 1964, steel output may suffer from the downturn in automobile production, which is expected to continue in spite of a surge of October orders caused by the International Paris Auto Show. Although a slight improvement was seen in orders received by the industrial equipment industry, orders are declining in most manufacturing sectors and stagnation is foreseen for textiles and clothing.

Sluggish conditions also prevail at the retail level. September department stores sales were the same as in September 1963. Since the official price index has risen 2.5 to 3% in the interval, the physical volume of goods sold probably declined somewhat. This situation is partly due to exceptionally mild weather, which delayed purchases of winter clothing and heating equipment. Furthermore, many workers who no longer earn overtime are believed to have deferred purchases. There was an improvement in appliance sales during October, but inventories are reportedly still high.

Inflationary pressures ease

The stabilization program, introduced by the government over a year ago to check inflationary pressures, has been effective in many respects. The growth of the money supply has slowed down considerably, and credit expansion has been maintained below the 10% limit imposed by the program. Price increases have been more moderate than a year ago. A rise of close to one percent in retail prices during the third quarter was mainly due to seasonal factors. The government has announced additional measures to keep prices in line.

The average hourly wage in private industry rose 1.9% during the second quarter, a slight improvement over the 2.5% increase recorded in the second quarter of 1963. The minimum wage, legally tied to a special cost of living index, was raised by 2.5% effective October 1.

Trade unions cite a recent cutback in the workweek at the automobile companies as an indication that the French economy is slowing down. The major unions have all stressed the need for greater employment security, a reduction in hours without loss of pay, and guaranteed monthly incomes.

Despite indications that the economy may not be expanding as broadly or as strongly as previously, full employment continues.

Rising wages continue to depress profit margins, contributing to a slowdown in the overall growth of investment. The profit squeeze makes self-financing more difficult. Moreover, the availability of external financing is limited partly by credit controls imposed by the stabilization program and partly by weakness of the French capital market. Reflecting government concern about the shortage of investment funds, the 1965 budget includes measures designed to encourage savings, strengthen the capital market, and stimulate modernization and concentration of industry.

The first balanced budget in 35 years was presented by the government on September 16. Total expenditures are to reach $18.6 billion in 1965, about 7% above the 1964 level. Since the tax revenues are forecast at $19.8 billion, the budget should show a surplus of approximately $1.2 billion.

Some commentators have suggested that the budget is too strict and will act as a brake on the economic growth, but the government has said that, if necessary, it will take appropriate steps to stimulate the economy.

The balance-of-payments surplus for the first nine months of 1964 has been estimated at over half a billion dollars. The official reserves of gold and convertible currencies, which stood at $4.5 billion at the end of 1963, advanced to $4.9 billion at the end of third quarter 1964.

The broad outlines of the Fifth Economic Development Plan were unveiled in September. The plan aims at an annual growth of about 5% during the period 1966-70. Imports are projected to increase at an annual rate of 9.6%, and exports at 9.4%.

Unusually dry weather throughout France during the third quarter reduced prospects for a record agricultural year, bringing production to a level somewhat below the unusually good year 1962, but above that of 1963. A near record wheat crop, an exceptionally good grape crop, and larger harvests of most important fruits have been offset partly by sharp reductions in the output of feed grains, dry beans, tobacco and root crops.

During the 1964-65 marketing year, France will have over 3.2 million tons of wheat available for export. On the other hand, the small feed-grain harvest may provide opportunities for the sale of American feeds to France.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Paraguayan upswing continues as U.S. supplies 23% of imports

Low level of Paraguay River fails to halt export expansion; hydroelectric project provides largest single area for U.S. sales

Paraguay maintained the broad economic growth begun in 1962 through the third quarter of 1964, although low water levels hampered transportation and the increasingly active export industries. Agriculture showed significant gains over the previous season.

Imports, at $8.8 million, were down slightly from the second quarter level, though moderately above third quarter 1963. For the first nine months of 1964, total imports of $24.1 million were $4.7 million below the comparable 1963 period. Shipping difficulties probably slowed imports significantly.

The proportion of capital goods to total imports appears to be increasing, in response to investment programs resulting from recently negotiated foreign loans. Agricultural machinery showed a great increase in 1964; imports through September 1964 were $100,000 in excess of the 12-month total for 1963.

Imports from the U.S. were $12 million during the third quarter, or 23.5% of the total. Data covering U.S. imports by product groups are not yet available, and no firm conclusions about the trend of the U.S. share of the Paraguayan market can be drawn.

A decline in exports from the previous quarter placed pressure on the guarani, the free-market rate of which weakened from about 132 for $1 to 145-148 for $1. The official rate of exchange remained unaltered, however, at 126 guarani for $1.

Trade opportunities

The supply of the electro-mechanical equipment for the Acaray hydroelectric project remains the largest single opportunity for U.S. exporters. Terms for pre-qualification bidding for this phase of the project were announced in early October.

The general expansion and improvement of the cattle industry, facilitated by a recent $3.6 million World Bank loan and sparked by the improved market for meat, should generate demand for new meat-packing and allied equipment. A small but complete new packing plant is being planned for Villarrica by a cattlemen's cooperative, "Sociedad Cooperativa Agropecuaria Nordeste Limitada". The cooperative is seeking a $200,000 loan from the IDB for the plant, which is to have an initial capacity of 100 cattle per day.

An Institute of Rural Welfare (IRW) project to construct internal colony roads is believed to represent an opportunity to supply a number of tractors and other earth moving equipment. The IRW has a loan application for $200,000 for this purpose pending with the IDB.

Above 1963

Third quarter exports were well above the 1963 rate, although down from the exceptionally high level of the second quarter. Exports for the quarter totaled $12.9 million, up 12.6% from third quarter 1963. For the first three quarters of 1964 exports totaled $36.6 million, 41.5% above the nine-month 1963 figure.

The overall economic outlook continues to be bright as progress was made on two major projects: a hydroelectric dam on the Acaray River and development of small and medium industry. Both are partially financed by the Inter-American Development Bank (IDB).

The most important factor affecting the general level of industrial activity, besides the river shipping difficulties, was the Government's decision not to increase the cattle slaughtering quota from the previous quarter's total of 180,000 head. This measure was taken to protect domestic supply.

The operations of the meat packing industry, the nation's most important, ceased in August without having met the internal market demand. Exports of canned meat, however, were nearly twice the figure reached in third quarter 1963, even though falling short of the second quarter 1964 level.

The expanding lumber industry is stressing local processing of its products, and showed a modest export improvement despite shipping difficulties. While log exports declined significantly from the second quarter, total sawn lumber exports increased slightly in volume and 74% in value above the third quarter 1963 figure.

The volume increase was probably due to LAFTA concessions on lumber by Argentina, which resulted in a substantially increased demand for Paraguayan wood products. The value increase also reflected the greater degree of domestic processing.

The textile industry underwent a shift in the pattern of production during the quarter, as Grau, S.A., one of the larger firms, went out of business after a long period of financial difficulty. Remaining textile firms, however, are believed to have expanded production and sales to the point where total 1964 textile production increased by from 10 to 20% over 1963. At least one firm is enlarging its plant for the production of higher quality fabrics, which have traditionally been imported.

Transportation problems caused by low water in the Paraguay River have created economic bottlenecks, so the Government decided to construct a road from Villeta to Villa Oliva in order to bypass the most difficult sections of the river. Construction of the first section of the road began during the quarter, with important assistance from AID. In addition, an emergency port will be built at Guyrati, known also as Areco.

Other AID-financed farm-to-market roads also made good progress during the period.

Harvests or current crops of practically all products are better than a year ago, partially due to favorable weather conditions. An increase of 22% over last year is predicted for the cotton crop, due to an increase in acreage planted which was stimulated by very good prices.

A record 45,000 milled-tons is expected from the sugar harvest. All staple crops have continued to do well, benefitting from adequate rainfall. About 6,700 tons of corn were exported during the first nine months of 1964, and much more is available for export. Mandioca production appears to have risen, but there is no estimate of quantity. An official price of 9 guaranis per kilo has been fixed for the 8,000 ton wheat crop. Only the tung harvest was poorer than expected, mainly as a result of very low prices paid to producers.

JOINT VENTURE

Large Spanish electronic and refrigeration firm would like joint venture with U.S. company to manufacture various products such as: electronic control elements for industrial machinery, particularly textile machinery; TV components, such as resistors, semi-conductors and/or tuners; radio transmitter-receivers for vehicles.

Write: Anglo Espanola de Electricidad, S.A., Avda, Jose Antonio 525, Barcelona, Spain.

Latin conference stresses need to reverse declining terms of trade

U.S. offers $4.5 million to special fund at IA ECOSOC meeting; resolutions ask stronger LAFTA, reduced barriers to Latin goods

The heavy stress placed on decline in the terms of trade for Latin America and unanimous support of the recommendations of the United Nations Conference on Trade and Development set the tone of the 3rd annual meeting of the Inter-American Economic and Social Council (IA ECOSOC), held recently in Lima, Peru.

All delegations praised the work of the Inter American Committee for the Alliance for Progress (CIAP), established by IA ECOSOC last year. A number of important resolutions were approved by the IA ECOSOC Conference requesting action by CIAP.

Other developments included a U.S. pledge of up to $4.5 million to the Special Development Assistance Fund, the statutes for which were approved by the members, and the creation of a Coordinating Committee for Latin America.

A number of resolutions were approved by the conference on trade questions and the future work of CIAP. An important resolution asks CIAP to use the recommendations of the UNCTAD Conference and the recent recommendations of the Economic Commission for Latin America (ECLA) as basic elements in its examination of trade problems affecting the Alliance.

Resolutions approved

Other resolutions of the Conference request CIAP to study ways of reducing maritime transport costs and to investigate measures of reducing or eliminating developed country barriers prejudicial to Latin American exports.

CIAP was also called upon to give guidance to countries in establishing production and working cooperatives, the products of which could compete in international trade.

A resolution in the area of economic integration also requested CIAP to present its recommendations for strengthening the Latin American Free Trade Association to LAFTA's meeting of Foreign Ministers to be held during the first half of 1965.

Assistant Secretary of State for Inter American Affairs and U.S. Coordinator of the Alliance for Progress, Thomas Mann, announced at the meeting that the U.S. would pledge up to $4.5 million as a voluntary contribution to the proposed Special Development Assistance Fund.

Special fund proposed

This Special Fund replaces or substitutes for contributions provided by the U.S. for the past three years in support of Alliance for Progress activities of the Organization of American States. The OAS is to administer the Fund under the policy guidance of CIAP.

The U.S. will place no restrictions on the use of its contribution for the various activities and projects which will make up the program of the Fund in 1965. However, Assistant Secretary Mann made clear that the $4.5 million pledge will not be more than 66% of the total pledges actually paid into the Fund by the member countries.

He also stated that the U.S. is not establishing a precedent with respect to the amount pledged or to the proportion of total pledges. By the meeting's end, five Latin American countries had made pledges totaling $350,000, thus committing $700,000 of U.S. funds.

ECLA estimates

At the IA ECOSOC meeting the Executive Secretary of ECLA, Jose A. Mayobre, presented preliminary ECLA estimates of the gross national product for the Latin American region in 1964.

The average of these estimates indicated a growth between 5 and 6% over 1963, thus reaching the 2½% per capita target of the Alliance for Progress.

Export earnings increase

Export earnings are expected to exceed 1963 earnings by 8% largely resulting from price increases in many basic products. However, he sounded a cautious note with respect to future trends.

Independently of the IA ECOSOC meeting, the Latin American countries issued a "Declaration of Lima" reaffirming Latin American unity with regard to trade issues and UNCTAD recommendations. Operationally, the new Declaration established a Special Committee for Latin American Coordination (CECLA) as a permanent body to meet at least once a year.

The "Declaration of Lima" also calls on the legislative bodies of Latin America to mobilize public opinion behind integration of the area and work for the enactment of necessary laws and reforms leading to integration.

Dutch Parliament chamber approves new tax bills

A bill to reduce the income and wages tax by over $276 million annually has been approved by the Dutch Parliament's Second Chamber.

The first half of the tax cut would come into effect on July 1, the second half being introduced no later than Jan. 1, 1967.

To partially compensate for the income tax revenue reduction, the Second Chamber has passed a bill making permanent the present temporary tax increases on cigarettes and gasoline.

A third bill establishes a Highway Fund to finance construction of highways during the next 15 years. To help meet expenses of this project a 65% increase (not to exceed $20) in the existing vehicle tax per year was voted. This additional tax is expected to yield some $20 million this year.

If approval by the First Chamber of the Parliament comes as quickly as is expected, the bills should become law early this month.

Foreign, domestic contractors to consult Iraqi Civil Code

U.S. firms interested in bidding on contracts in Iraq should consult the Iraqi Civil Code No. 40, Contracts of Work and Production which specifies the obligations of individuals, both foreign and domestic, who enter into a contract to perform a service or undertake work in Iraq.

For a copy of an unofficial translation of the law, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Import duties on petroleum modified by EEC countries

New CXT rates in effect; Italy only member to decrease duties

The Council of the European Economic Comunity (EEC) has introduced the Common External Tariff (CXT) rates applicable to petroleum and petroleum products.

This action generally resulted in increases in the individual member states' petroleum duties, with the exception of Italy where significant decreases occurred.

CXT rates which were established for all products are actually being applied only to a few specific commodities. For the rest, CXT rates were suspended, partly or totally, for an indefinite period, and lower duties are applicable.

Rates listed

The new duty rates, with suspended CXT rates indicated by an asterisk, which went into effect on Nov. 1 in all EEC countries on imports from the U.S. and other third countries are (former rates shown in parentheses):

Gasoline and kerosene, 6%, CXT 14%* (Benelux, 14 francs per hectoliter; France, 4.8%; Germany, free; Italy, 16%);

Gas/diesel oils and fuel oils, 3.5%, CXT 10%* (Benelux and Germany, free; France, 1.5 to 2.4%; Italy, 9 to 16%);

Lubricating oils and other oils, 4 to 7%, CXT 12%* (Benelux, free to 5%; France, 1.8 to 9%; Germany, free; Italy, 14%);

Natural gas, free, CXT 3.5%* (all free except Italy, 5%);

Liquified butane and propane, 3.5% (all free except Italy, 4%);

Petroleum jelly, crude, 2.5% (Benelux, free; France, 4.5%; Germany, no change; Italy, 13 to 14%);

Other petroleum jelly, 10% (Benelux, free; France, 9%; Germany, no change; Italy, 13 to 14%);

Paraffin wax, crude 2.5%, other 10% (Benelux, free; France, 1.8 to 4.5%; Germany, no change; Italy, 13%)—note: does not affect ozocerite, lignite wax or peat wax.

Products destined for specified processing or chemical transformation will be admitted duty-free into the six countries subject to conditions to be determined by the competent authorities.

Thailand revises tariff to boost development

The Government of Thailand has effected revisions in the 1960 Customs Tariff Decree intended to foster Thailand's economic development.

Import duties on agricultural machinery and implements, which had previously ranged from 5.5% to 27.5%, have been eliminated, thus considerably reducing costs to farmers of extending the use of modern production techniques.

Similar duties on freighter and other vessels, that had also ranged between 5.5% and 27.5%, have been eliminated.

In an "attempt to encourage industrialization," import duties on machine parts and equipment for factories were reduced from 27.5% ad valorem to 15%, but duties on other machines were raised from 11% to 15%.

Import duty rates on textiles were raised slightly from 22% to 25%. Increased duties were also effected on certain luxury items, generally from 27.5% to 30% or from 37% to 40%.

The revised rates represent modest, but encouraging, steps toward modernization of Thailand's revenue structure. Probably the most important element in the revisions will prove to be the abandoning of duties on farm machinery and related items.

Ceylon tightens import controls on food products

Pursuant to the July 30, 1964, budget proposal for abolition of the Open General License, the Government of Ceylon has issued Import Control Notice No. 22/64 extending the requirement for individual quota licensing to all food items still under OGL as of that date.

Items affected by this latest action include barley and oats, semolina, certain meat and fish preparations, baking powder, food flavors and coloring materials, gelatin, potatoes, onions, lactose, maltose, glucose, and spices. Such items shipped on or before last Nov. 25 may be cleared from customs without an individual import license.

Additionally, licenses will be granted for confirmed outstanding orders, but the value of such licenses will be set off against the 1965 quota assigned to the importer.

Except for certain items supplied free of charge, specified drugs and medicines approved by the Ceylon Hospitals Formulary are the only items remaining under OGL. All other commercial imports now require an individual import license.

Brussels import tariff designations adopted by Mexico

Provision made for duty-free entry of machinery for development; new numbering system adopted

Mexico has revised its import tariff by adopting the "Brussels" nomenclature.

This measure to standardize tariffs and foreign trade statistics, when applicable to other Latin American countries, should facilitate the annual tariff negotiations among LAFTA nations.

The Mexican tariff change has resulted in a new numbering system, the regrouping of certain products and the consolidation of tariff classifications under 21 sections and 99 sub-headings.

In addition, the new tariff classified a number of products specifically for the first time. Provision is made for duty-free entry of certain types of machinery and equipment, when needed for Mexico's industrial development plan, under special regulations. A comparison of the import duties on a broad range of commodities in the old tariff and in the new tariff is practically impossible at present for the lack of a numerical correlation.

The new tariff has been published in issues of the Mexican Diario Oficial dated Nov. 10, 12, 13, 14, 17, 18, 19, 21, 23, 24, 25, 28 and 30 and of Dec. 3 and 4. This tariff has not been issued in a consolidated form as yet, and probably will not be available in this form until early in 1965.

Under the new tariff, customs examiners are instructed to classify imports on the basis of either the most nearly applicable classification, or the essential character of the product, or the tariff classification with the highest rate of duty.

Duties may be upped

Products presently entered under a given tariff number may be subject to increased duties as a consequence of a more exact classification at a later date.

Exporters who have difficulties in determining the classification of their product in the new tariff may request their Mexican agent or customs broker to apply for an advance ruling on the classification from the Mexican customs. The procedure for obtaining such a customs ruling is outlined in OBR 64-128, *Foreign Trade Regulations of Mexico,* Dec. 1964, p. 5.

Spanish manufacturers make numerous offers for licenses, joint ventures to produce U.S. goods

Spanish manufacturers are interested in licenses and joint ventures to make U.S. goods in various fields of industry, according to the U.S. Trade Mission to Spain.

The list includes iron mining, infant and dietetic foods, disposable diapers, incinerators, agricultural driers, machinery and a wide variety of other products.

Licenses, joint ventures sought

101 Iron Mining

Iron mine 65% iron assayed. Wants joint venture. **Write:** Jose Antonio Perez de Amezaga, 14 Las Mercedes, Las Arenas, Vizcaya.

Spanish firm desires joint venture in iron ore mine operation. Owns vast ore deposits already assayed by geologist. Lode is located in Logrono, 150 km. from Bilbao. Would import all equipment and know-how from U.S. Needs electric furnaces; there is no coal. A hydro-electric plant is nearby. Can make available all certified suveys previously prepared. Ore is high-yield. **Write:** Manuel del Valle Garcia, Conde de Penalver 88, Madrid.

203 Canning, Preserving Foods

Company seeks joint venture for canning infant, dietetic foods.
Write: Dietisa, S.A., Av. Meridiana 308, Barcelona.

Desires joint venture with U.S. firm in the product lines of fig paste, grape juice.
Write: Conservas Iberica, S.A., Genova 9, Madrid 4.

264 Disposable diapers

Company wants contact with U.S. manufacturer of disposable diapers, other sanitary products who would be interested in joint venture to supply the machinery and know-how, either joint venture or licensing of the product. The district of Navarra has offered incentives if new business is established soon. Believe market for disposable diapers excellent.
Write: Miguel Esparza, Fabrica de Jabones, Villava, Navarra.

283 Pharmaceuticals

Company wants U.S. firm with large research laboratory to license newest pharmaceutical specialties in Spain.
Write: Laboratorios Malo de Molina, J. Garcia Morato 4, Madrid 10.

284 Sprays, cosmetics

Firm interested in joint venture for production of room air fresheners, insecticides, moth sprays and cosmetics.
Write: Laboratorios Bilper, 19, Jose Maria Escuza, Bilbao.

Very small firm interested in license from U.S. cosmetic manufacturer for the production of shampoos, hair dyes, other hair preparations, hand and face lotions, after shave lotions or creams, brushless shave cream.
Write: Hispano Cosmetica, San Agustin 14, Bajo Izda, Madrid.

Spanish manufacturing plant with 6,000 sq. meters producing floor waxes, shoe polishes, desirous of developing other kindred products.
Write: Kanfort, Alcala, 198, Madrid.

285 Paints

Company wishes joint venture to manufacture paints.
Write: Derivados del Etilo, S.A., Carretera de Barcelona a Puigcerda HM, Llisa de Vall, Barcelona.

289 Chemicals

Company desires licensing arrangement to manufacture chemical products for automotive industry.
Write: Commercial Zarauz, Alcala 231, Madrid.

327 Incinerators

Firm interested in licensing arrangement with U.S. company to manufacture incinerator plants for municipalities.
Write: Pedro Pere, Productos Plasticos, Vilana 12, Barcelona.

333 Zinc smelter

Second largest smelter of zinc in Spain desires joint venture, technical advice from large U.S. zinc smelter. Collaboration can be had on 50/50 basis.
Write: Fabrica Espanola de Blanco de Zinc, S.A., Guipuzcoa 274, Barcelona 5.

336 Castings

Firm wishes to become licensee to U.S. manufacturers of powdered metal castings.
Write: Sociedad Industrial de Electromagnetismo S.L., Puerta del Sol, 11, Madrid.

345 Screws

Manufacturer desires U.S. joint venture for expansion of die operations for screw, bolt industry.
Write: Industrias Bonastre, S.A., Consejo de Ciento 411, Barcelona 9.

348 Carts

Firm wants license from U.S. company to manufacture in Spain light weight folding market carts and laundry carts and all types of kitchen gadgets and novelties. Large production capacity.
Write: Rufrank Espanola, S.A., Adelfas 16, Madrid.

349 Valves

Firm interested in license or joint venture to manufacture pneumatic mining machinery; bench and table grinders; and stainless steel valves W.OG. to 6".
Write: Pedro Maria de Aguirre, S.A., Portal de Gamarra 17, Vitoria.

352 Agricultural driers

Firm desires licensing arrangements to manufacture agricultural driers in Spain.
Write: Bertram, S.L., 12, G. Primo de Rivera, San Sebastian, Guipuzcoa.

353 Construction Machinery

Large Spanish manufacturer desires U.S. license to manufacture cargo handling equipment, mooring winches, anchor windlass machinery.
Write: Astilleros del Cadagua, P.O. box 740, Bilbao (Burcena-Baracaldo).

Company desires licensing arrangements to manufacture a variety of equipment including conveying equipment, construction equipment, cement kilns, surface grinders, hydraulic presses, machine tools, construction hoisting equipment.
Write: AFAEX—Asociacion de Fabricantes Exportadores, Apartado 75, Elgoibar, Guipuzcoa.

Company wishes to manufacture under license handling conveyors, gear reducers and small reciprocating pumps for the beverage industry.
Write: Tapre, S.L., Enrique Velasco 3, Madrid 18.

354 Metalworking Machinery

Interested in joint venture for production of metalworking lathes for medium-heavy industry.
Write: Industrias Mecanicas "ZUBI", Elgoibar, Guipuzcoa.

Firm seeks technical assistance, licensing or joint venture on manufacture of twist drills, reamers, milling cutters.
Write: Aquilino Mendizabel, S.A., Elorrio, Vizcaya.

356 Pumps, filters, ball bearings, annealing

Manufacturer of fuel injection pumps, fuel oil filters desires to enter into licensing agreement to adapt U.S.-designed products to Spanish use.
Write: Sucesores de Emilio Carrasco, S.A., Marques de Mondejar 31, Madrid.

Manufacturer seeks licensing agreement from U.S. manufacturers of roller/ball bearings.
Write: Industrias del Rodamiento, S.A., Camino Escurce 49, Bilbao.

Manufacturer of ballbearings seeks to expand and modernize its production equipment, receive technical assistance from leading U.S. manufacturer through joint venture agreement.

Write: Industrias Tarragona, Bolas de Acero, Tarragona, Sepulveda 150, Barcelona.

Company desires licensing arrangement with U.S. firm to manufacture electric or combustion heat treating, annealing furnaces.

Write: Bertam, S.L., 12, G. Primo de Rivera, San Sebastian, Guipuzcoa.

358 Water purification

Firm wants license to cover manufacture of water purification equipment for special operations such as swimming pools, and treatment of brackish water.

Write: Graver Espanola, S.A., 10, Villarias, Bilbao.

363 Sewing machine attachments

Company seeks license for manufacture of any new sewing machine attachments.

Write: Manufacturas Anga, S.A., 21 Sancho El Sabio, Vitoria, Alava.

365 Radio, television

Company desires joint venture with U.S. firm to expand manufacturing facilities of radio, TV sets.

Write: Kolster Iberica, Mallorca 221-223, Barcelona.

367 Television

Company wishes license to manufacture TV components, picture tubes, tuners, mat transformers, deflection coils, UHF, VHF. Also oscillators, all new developments in TV.

Write: Reyfra, Torres Miranda 16, Madrid 5.

371 Automobile parts

Company seeks license to manufacture auto parts, accessories for U.S. autos in Spain and/or Europe.

Write: Jose Artes de Arcos, S.A., Corcega 371, Barcelona.

614 Financing

Firm seeks investment on joint basis to increase scope of financing of autos, trucks, transports, small home units. Has excellent business contacts doing 10 million pesetas per month, but can easily increase to 30 million when capital available. (60 pesetas equivalent $1). Average net yield 16%. Will present complete details to interested parties.

Write: Rainfor S.A., Avda. Jose Antonio 57, Madrid.

701 Motels

Company interested in joint venture with U.S. firm to construct motels in Spain. In need of both capital and equipment. Plans call for construction of 10 motels during next two years. To date they have built two motels with an investment of 11 million pesetas. (60 pesetas equivalent $1).

Write: Central Motor, S.L., 66 Gran Via, Bilbao.

Products offered to U.S. firms

In addition, two Spanish manufacturers have offered products to U.S. firms for production in the U.S. These products include a sewing machine attachment and an industrial centrifuge.

For the names and addresses, **Write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the appropriate file number.

Spanish manufacturer would like to license the production in the United States of its patented industrial centrifuge. This product manufactured and sold in Spain, especially to the marine trade for lube oil clarifying, has good application also in the food and beverage industry. This product has been granted a patent in the U.S. as well as several European countries. **File 1295.**

Sewing machine attachment manufacturer offers own novel patent for performing basting operations in the production of clothing. **File 1296.**

Feasibility study made on tomato processing

The Centro Cooperative Tecnico Industrial (CCTI) of Tegucigalpa has prepared a feasibility study for a tomato processing plant in Honduras.

CCTI is a non-profit organization established by the Honduran Government and the National Association of Industrialists of Honduras with U.S. Government participation.

A Honduran industrialist is interested in forming a company for processing tomatoes and producing tomato paste and related products to supply the Central American market.

The industrialist would like a joint venture or a licensing arrangement with a U.S. company experienced in tomato processing that can supply the prestige of a brand name.

The land is suitable for tomato growing, and the necessary capital is available for a plant with an anticipated capacity of from 1,000 to 2,000 tons of finished products annually.

For copy of the study, *A Proposed Factory for the Production of Tomato Paste and Related Products in Honduras*, **Write:** Walter Hupple, Chemical Engineer, Centro Cooperativo Tecnico Industrial, Apartado Postal 703, Tegucigalpa, Honduras.

For information on the joint venture proposal, **Write:** Zacarias Bendeck, Apartado Postal 46, Tegucigalpa, Honduras.

Senegal backs development of pine oil industry

Development of the palm oil industry and the production of margarine and soap in southern Senegal by a well-established and growing local concern on a joint venture basis with a U.S. firm is a prime project enjoying the backing of the Senegalese Government Director of External Finance in Dakar.

The local firm selected for this venture, Compagnie Senegalaise du Sud-Est, is one of few African-owned commercial enterprises of significant size; it is said to enjoy an excellent credit rating and to be well-administered.

Present plans envisage the production of palm oil, margarine, and soap for export as well as for the domestic market. Technical assistance and minority capital participation is sought by the company.

Write: (in French) Ousman Seydi, Cie. Senegalaise du Sud-Est, 120 Avenue Gambetta, Dakar, Senegal. It is recommended that copies of any such correspondence be sent to Cheikh Fall, Directeur des Finances Exterieures, Ministere des Finances et des Affaires Economique, Dakar, Senegal.

PRESSED POLYESTER PARTS

Manufacturer of rattan products and PVC items for the basket making and upholstered furniture making industries wants to diversify its manufacturing program by obtaining licenses for the production of large-sized pressed polyester parts for the building, shipbuilding, automobile, and sanitary industries.

Write: H.C. Meyer jun. K.G., Nartenstrasse 23-27, Hamburg-Harburg, Germany.

LICENSE ARRANGEMENT

Chemical firm seeks license arrangement to manufacture variety of products including antifreeze, brake fluid, waxes and polishes as well as a full line of cosmetics. Also interested in licensing arrangement to process hog fat into edible oil.

Write: Laboratorios Coca, S.A., 16 Zamora, Salamanca, Spain.

ELECTRO-MECHANICAL PARTS

Joint venture and/or U.S. licensing rights sought on high-precision electromechanical parts and light armament by a manufacturer of photographic and optical equipment, high-precision electromechanical parts and light armament.

Write: Demaria - Lapierre et Mollier, 21 rue Jeanne d'Arc, Lagny, (Seine-et-Marne, France).

Indians ask U.S. assistance in petro-chemical projects

An Indian business group which controls one of the country's largest industrial complexes, is considering several projects in the petro-chemical field which it would prefer to undertake in collaboration with experienced U.S. firms.

The group already has extensive interests in cotton textiles, heavy and fine chemicals, pharmaceuticals, glass, industrial machinery, plastics, synthetic detergents, oils and soaps.

It has acquired a large area of land for the proposed petro-chemical complex. The firm is reported to currently have a total of 19,000 employees.

Preliminary planning for the proposed projects in the petro-chemical field envisage an annual production of 8,000 tons of polyester fiber, 8,000 tons of nylon-6, 2,000 tons of tire cord, 32,000 tons of vinyl chloride, 26,400 tons of caustic soda, 10,000 tons of vinyl acetate and 10,000 tons of polyvinyl acetate.

At this stage of planning, the group is concerned primarily in contacting those U.S. firms with extensive experience in manufacturing these commodities and who might be seriously interested in a possible joint venture or a similar form of collaboration.

Specific details relating to particular projects would be furnished later to such interested firms.

Write: Bureau of International Commerce, Office of International Investment, File 4-2824-2-H, Department of Commerce, Washington, D.C., 20230.

Korean dealer seeks joint venture to produce wigs

A Korean human hair dealer is interested in a joint venture or a licensing arrangement with a U.S. firm to manufacture wigs.

The company presently dresses and exports hair but would like to begin making wigs.

Interested U.S. firms would have to provide the technical assistance necessary to begin such a venture.

Write: Kim Joon-Kyung, Hwakyung Industrial Co., Ltd., 33, 5-ka, Chong-ro, Chongno-ku, (Kwanghwamoon P.O. box 68), Seoul, Korea.

PROCESSES FOR IRON CASTINGS

Firm desires licensing arrangement for processes, machinery to produce iron castings to U.S. standards.

Write: Talleres de Ortuella, 18, Ribera (P.O. box 992) Bilbao, Spain.

ECSC coal faces tougher competition

The European Coal and Steel Community, in a paper summarized in *Europe Daily Bulletin*, notes that coal imported from outside the Community, primarily from the U.S., can now be delivered at competitive prices in any part of the Community and predicts that this situation will probably continue.

While productivity increases in Community mines have been larger than expected, wages have risen proportionately higher.

At the same time, prices of oil and imported coal have remained relatively stable and will probably maintain their stability.

In the light of this, it is expected that the Community's competitive position in coal will continue to deteriorate.

1970 Target

Not until 1970, according to Community sources, can the domestic coal industry expect to achieve some stability relative to other energy forms in the Community.

Any increase in demand for electricity will probably be covered by the nuclear energy sources which are scheduled to go into operation at that time.

Only protection at the frontier and subsidies can offset the gap developing between wage costs and productivity increases in the Community's coal mines, the paper concluded.

Liberian public works project receives U.S. aid

The Agency for International Development has granted $455,000 to Liberia to help repair and improve rural roads and facilities.

U.S. commodities worth $54,800, including small tools and construction equipment, will be used on the project.

Other costs include equipment parts and supplies, fuel and lubricants, logistics, construction materials and replacement tools and bridge, culvert and ferry material.

Additional construction and equipment is being procured through a World Bank Loan to the Liberian Government.

From 1962-64, the U.S. granted $528,000 to the project. U.S. participation is expected to continue through June 30, 1966.

AID, public power group form working relationship

The Agency for International Development has formed a working relationship with the American Public Power Association to cooperate with the foreign assistance program.

The APPA represents 1200 municipal and community public power systems in 45 states and Puerto Rico. The arrangement supplements others which AID has with the Edison Electric Institute (representing privately-owned utilities) and the National Rural Electric Cooperative Assn.

Under terms of the arrangement reached with AID, the APPA will help to locate qualified persons for overseas assignments; furnish information on research projects; assist in suggesting tours and itineraries, and help to form AID teams for overseas study assignments.

The assistance in tours and training assignments will be given in connection with group and individual training programs of foreign officials in the U.S.

Those services requiring compensation will be negotiated on a special basis by the parties directly involved. The arrangement does not commit AID to utilize APPA's services and there are no contractural requirements involved.

LICENSING, JOINT VENTURE

Large, well equipped Belgian company seeks licensing and/or joint venture agreement to manufacture a variety of products for distribution in Common Market countries. Production of the following products could be undertaken: injection pumps for diesel motors and replacement parts; gas pumps used in automotive, naval and aeronautical industries and replacement parts; equipment and accessories used in the precision machine tools industry; replacement parts for mass-production machinery; standard parts for use on pumps, valves, pistons for hydraulic and compressed air equipment.

Write: Compagnie des Metaux d'Overpelt, Lommel et de Corphalie, Overpelt, Belgium.

TOOLS, DIES

Firm specializing in the manufacture of tools and dies for cutting and stamping presses, seeks licensing rights to manufacture tools, dies and related items in France.

Write: Ets Jean Reynaud, Cite Canrobert, Paris 15e, France.

Colombia issues seven tenders for railroad supplies and equipment

The Colombian National Railways, Oficina de Compras en el Exterior, Estacion de la Sabana, Bogota, has issued seven tenders covering the following equipment:

Tender No. 7092: Black iron, galvanized iron, iron bars and flat iron in varying sizes and quantities;

Tender No. 7107: Five 5-ton cranes; four 10,000-lb. lift trucks; six 2,000-lb. tractors and 12 winches with 3, 2 and ½-ton capacity;

Tender No. 7107 A: Three 50-kw. generating plants; five battery chargers; five arc welding units; two point welding units and nine oxygen-acetylene welding units;

Tender No. 7107 B: Two 75-ton hydraulic presses; two 1½-ton hydraulic presses and 20 five-ton jacks;

Tender No. 7107 C: Five steam boilers and one steam scourer;

Tender No. 7107 D: Two compressors, 315 c.f.m.; three compressors, 100 c.f.m., both at 125 lb. of pressure;

Tender No. 7107 E: Six shaft drills; two pipe threaders and cutters; and three sand blasting machines.

Bid deadline for all tenders is Jan. 11.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202 WO 7-5589.

Nepal to buy variety of pharmaceutical machinery

Nepal's Department of Medicinal Plants, Thapathali, Kathmandu, is interested in receiving quotations and catalogues for a variety of pharmaceutical equipment such as stills, filters, washers, ampule filling and sealing machines, sterilizers, incubators, tablet-making machinery, paste and ointment-making machinery.

No bid deadline has been specified.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C., 20230. Telephone: 202 WO 7-5589.

El Salvador in market for 283 drug items

Tender No. 38/64 has been issued for 283 drug items by the Direccion General de Salud Ministerio de Salud Publica y Asistencia Social, San Salvador.

Bid deadline is Jan. 15. All correspondence should be in Spanish.

A copy of the tender in Spanish is available on a loan basis only to firms domiciled in the U.S. from the Chemical & Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Some of the items required are: Injectables, such as: dextrose 5% in Isotonic Saline solution, 250 cc, 16,850 bottles; ditto in 1,000 cc bottles, 38,165 bottles; solution similar to Ringer, Kalisal A, 500 cc, 16,640 bottles; hypokalisal B 250 cc bottles, 29,875; and atropine sulfate, 22,000 ampoules; tetanus antitoxin 40,000 I.U., 4,000 vials; and tetanus toxoid, 5 cc, 10,000 vials (for booster shots).

Large quantities of pharmaceutical preparations in tablet form are also needed such as: digitoxin 45,000 tablets; reserpine, 52,500 tablets; hydrochlorothiazide w/potassium 132,500 tablets, 50 mgm each; acetylsalic cyclic acid, 2.4 million tablets, chlorpromazine tablets 25 mgm., 839,000; and phenobarbital, 1.6 million tablets.

Antibiotics needed in tablet form include griseofulvin tablets, 46,500; chloramphenicol, 160,500 tablets tetracycline, 900,000 capsules; sulfadiazine, 2.2 million tablets; sulfamethoxypyridazine, 1.5 million tablets. Substantial quantities of various vitamin preparations are also called for in the tender.

Nigeria invites bids on recording devices

Nigeria has issued a tender for the supply and installation of recording devices and instruments in the concrete gravity dam at Kainji, Northern Nigeria. The following instruments are required at the site by May 1965:

(1) 350 temperature measuring devices for embedment in the mass concrete; range 10-60°C with average length of cable 150 feet;

(2) 100 pore pressure cells for embedment in the mass concrete and on the rock foundations; range atmosphere to 100 psi with average length of cable 175 feet;

(3) 120 strain gauges for embedment in the mass concrete or for attachment to the steel lined penstock;

(4) Instruments to be installed in the central recording station to read the above devices.

The issuing office is: Niger Dams Project, Joint Consultant's Office, P.O. Box 1288, Lagos, Nigeria.

Manufacturers specializing in the production of the listed equipment and who wish to be considered for tendering should apply immediately in triplicate enclosing full details of their past experience and of their present range of products to the London office: The Joint Consultants, Niger Dams Project, Bow Bells House, Broad St., London, E.C.4, England.

Ceylon seeks five kilns

The Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo, has issued a tender with a bid deadline of Feb. 23, for five seasoning kilns and for the erection of open sided buildings. Capacity of the kilns is to be 400 cubic feet of one-inch-thick timber and 16 feet in length. The kilns are to be complete with operating controls.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA-6320, Dept. of Commerce, Washington, D.C., 20230 (Telephone: 202 WO 7-5589); or from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

$4 million trunk sewer to be installed in Iraq; construction bids invited

The Directorate General of the Baghdad Sewerage Board is inviting bids for the construction of the Waziriyah Section of East Baghdad Trunk Sewer.

Bid closing date is Feb. 27.

Bids must be accompanied by a Bank Guarantee of ID 45,000 ($126,000).

Tender documents and drawings can be obtained from the Directorate General, Sa'doun St., Baghdad, or from the Consulting Engineers, John Taylor & Sons, Artillery Row, S.W. 1, London, England, upon payment of ID 50 ($140), which is refundable.

The contract includes the construction of 5 kilometers of the East Bank Trunk Sewer and five pumping stations, about 50 kilometers of pre-cast concrete pipeline, subsidiary sewers and associated asbestos cement pumping mains, house connections to sewers, provision of materials, and maintenance of the works for 12 months. Estimated cost of the project is $4,200,000.

A set of tender documents (without drawings) can be seen by representatives of U.S. firms in the Office of the Water Industries & Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C., 20230.

New Zealand issues addendum to transformer specification

The New Zealand Electricity Department has announced an addendum to the specification of Contract No. 449 for one 30 mva, 110/33 kv transformer bank. Bid deadline Feb. 16, 1965. (INTERNATIONAL COMMERCE, Nov. 9, 1964, p. 34).

The addendum states that Clause 2.1 should now read "Characteristics of existing 30 mva transformer bank" and that clause 2.1-IV, referring to copper loss, should be deleted. Also note that the transformer bank does not include a spare unit.

NATO project in Greece will open to international bids

The Royal Hellenic Navy General Staff will shortly call for international bids on further dredging of the Megara channel, a project which is included in the NATO Common Infrastructure Works and Procurement Program.

Iraq extends deadline on steel water tower bids

The Baghdad Water Supply Administration, Baghdad, has extended the bid deadline for the supply of one 1,000,000-gallon water storage tower from Nov. 1 to March 1, 1965. (INTERNATIONAL COMMERCE, Sept. 28, 1964, p. 32).

Germany invites U.S. contractors to participate in two NATO projects

Germany will invite bids from U.S. firms certified eligible to participate in NATO International Competitive Bidding for the following projects:

Project No. BMVTDG 68-25-31-21-32, *Earth Work, Road Construction and Drainage in Lower Saxony*, involves construction and/or supply of 8,000 sq. meters concrete road; two 100 liters/sec. fuel separators and two fuel separators with 40 liters/sec. capacity.

Deadline for filing application and DM20 (approx. $5) filing fee is Jan. 15.

Project: BMVTDG No. 68-25-74-02-34, *Construction work in a tank depot in Lower Saxony*, involves supply and/or construction of one km. railroad way according to German Federal Railways regulations; approx. 3,500 sq. meters black top for road; construction of approx. 280 cubic meters brick masonry enclosed space (concrete basin underneath rails), pipes with fittings and underground containers; electric power including stand-by generator of 16kva capacity.

Deadline for filing application and the payment of approx. $22.50 filing fee is Jan. 12.

Copies of the invitation, specifications and questionnaire required by the German Government and other documents are available from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D. C. 20230.

Office furniture, kitchen equipment needed by NATO

LANDSOUTH (Allied Land Forces Southeastern Europe) has issued two invitations to bid for office furniture and commercial kitchen equipment.

Invitation No. 6006 calls for 74 steel tables, 125 steel desks, 258 steel chairs, filing cabinets, bookcases and stools. Bids for this tender must be submitted by Jan. 29 to the Headquarters Command, Office of the Purchasing and Contracting Officer, LANDSOUTHEAST, Izmir, Turkey.

Invitation No. 6001, with a deadline of Jan. 22, calls for one oven, two refrigerators, food freezer, tables, chairs, and other appurtenances for fitting-out a kitchen and military mess.

Copies of the invitation to bid, specifications, and other documents are available on short-term loan from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. The Invitation number should be specified in requests for copies.

Bleached hand towels requested by SHAPE

An invitation to Bid (No. 10-65) has been issued by SHAPE for 33,000 packages (100 sheets to a package) of "C" fold, 10" x 3" stacked (10" x 13¾" unfolded), non interlapped, flat, bleached paper hand towels to fit standard dispenser size 10½" x 3⅝".

Bids must be submitted by Jan. 25 to Headquarter Command, SHAPE, Purchasing & Contracting Office, Bldg. 22, SHAPE, Paris, France.

Copies of the required forms and the invitation to bid are available from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Soga Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2020 Third Ave., North. Phone: 323-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Holastic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 381-2300.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Railroad construction bid deadline changed by Syria

The Syrian Railroad Administration has extended the bid deadline on its railroad construction project from Jan. 30 to Feb. 28, 1965 (INTERNATIONAL COMMERCE, Dec. 7, 1964, p. 47). The project includes grading and building of tunnels and bridges for a railroad road bed.

Offers or bids are to be submitted to the Organization for Railroad Construction at the Headquarters at Aleppo, P.O. Box 1282, either in person, via a representative or by registered letter.

Tender specifications are available upon payment of $560 from the Organization or from the Liaison Officer in Ministry of Communications in Damascus.

SHAPE seeks paper

An Invitation to Bid (No. 14-65) has been issued for 500 boxes (100 sheets per box) of direct image, 10" x 15½" perforated "Duplimat" type paper to be used on offset machines, "Multilith 1250" and/or "Gestalith 201."

The bid and other documentation must be submitted by Jan. 18 to: Headquarters Command, Purchashing & Contracting Office, Bldg. 22, SHAPE, Paris, France.

A copy of the Invitation to Bid and instructions to bidders are available on loan from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. Bid number should be specified in requests for a copy of the Invitation.

Structural steelwork bids sought for power station

The Trinidad & Tobago Electricity Commission of Port of Spain invites bids on the supply, delivery and complete erection (including maintenance) of about 133 tons of structural steelwork, under Tender No. 919, for the Port of Spain "B" Power Station, Concourse Block —State 111.

Bid deadline is Jan. 11.

Bids must be placed in a plain sealed envelope, marked "Tender No. 919" and sent to the Secretary, Tender Board, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port-of-Spain, Trinidad, West Indies.

Copies of drawings, conditions of contract, specifications and Bill of Quantities may be inspected at the office of Howard Humphreys & Sons, 3a Ariapita Ave., Port-of-Spain, Trinidad, West Indies.

Building bids on beet sugar plant requested

Iran's Industrial & Mining Development Bank, 204 Elizabeth II Blvd., P.O. Box No. 1801, Tehran, has issued a tender for the supervision of construction, supply of equipment and the installation of a beet sugar plant to process 1,000 tons per 24 hours of beets with a sugar content of 18%. The plant should be expandable to 1,500 tons per 24 hours.

Bid deadline is Jan. 15. Expected date for plant operation is November 1966.

Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIE & C Division, BDSA-6320, Department of Commerce, Washington, D.C., 20230 (Telephone: 202 WO 7-5589); or from the Industrial & Mining Development Bank of Iran.

Microwave network sought

The British Columbia Hydro & Power Authority, Vancouver, British Columbia, invites bids for the supply and installation of a complete microwave system, including tower buildings, r.f. and multiplex equipment and stand-by power supplies.

The system is to extend from Vancouver to the generating facilities at Portage Mountain. It is to permit the remote control and protection of power generating facilities, EHV transmission lines and switching stations.

Bid deadline for submitting sealed bids is Jan. 26.

Tender documents may be inspected at the office of the B. C. Hydro & Power Authority's Purchasing & Stores Division Manager. Inquiries about the tender documents should refer to CQ No. 1225.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WDT refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

200 Food

★★ **SPAIN—Trade Mission**

Evaporated milk, baby foods, cereals, fruits, juices, canned meats for resale to retail outlets. Sra. Ma. Matilde Llompart, Representative, Casa Eximtrade (importer, wholesaler, distributor), Serrano 51, Madrid 4. WTD 11/13/64. TM 23.

203 Canning, Preserving Foods

IRAQ—Canned vegetables, fruits, jams, jellies. Direct purchase and agency. Requests replies from manufacturers. Mowaffak Drug Stores Co. (Div. of M.T. Irani Sons Co.) (importer, wholesaler, contractor), Ameen Square, Rashid St., Baghdad. WTD 11/23/64.

209 Foods Preparations

★★ **SPAIN—Trade Mission**

Popcorn. Luis Fernandez Rodriguez, Fernandez Hermanos (manufacturer), Tiziano 9, Madrid. WTD 12/18/64. TM 60.

221 Broad Woven Fabric Mills, Cotton

● **BURMA**—Flannelette, cotton, plain weave, having woven or printed red stripes ⅛″ wide parallel to weft, spaced every 2″ throughout length of piece; fabric must be cut lengthwise into strips 4″ wide; 166,000 yd.; Tender No. 11/P/2502/64-65 (22), bid deadline Jan. 11. The Secretary, Corp. 11, Textile No. 1, 19/43 Maung Taulay St., Rangoon.★ Telephone: 202-WO 7-5238.

222 Broad Woven Fabric Mills Manmade Fiber, Silk

SPAIN—Nylon, Orlon, other synthetic fabrics; inexpensive varieties. Requests replies in French or Spanish. Jacob Benamu Benarroch (importer, exporter, agent), Lopez Moreno 10, Melilla. WTD 8/28/63.

223 Broad Woven Fabric Mills, Wool

● **BURMA**—Blankets, baby, flannelette, blue or pink; 35″ x 31″, stitched binding; 1200. Blankets woolen, light blue, hospital, 90″ x 60″, 200. Tender No. 12-P/2262/64, bid deadline, Jan. 12. The Secretary, Ministry of Supply & Cooperative, Corp. No. 12, Textile No. 2, 19/43 Maung Taulay St., Rangoon.★ (Telephone: 202-WO 7-5238).

225 Knitting Mills

SPAIN—Inexpensive sweaters for women and misses. Requests replies in Spanish or French. Jacob Benamu Benarroch (importer, exporter, agent), Lopez Moreno 10, Melilla. WTD 8/28/63.

229 Textile Goods

GERMANY—Polypropylene cores for wire ropes used in shipping and fisheries. Direct purchase or agency. Desires exclusive representation. Geo. Gleistein & Sohn (manufacturer, wholesaler, importer), Geo. Gleistein-Strasse (P.O. Box 95), 282 Bremen-Vegesack. WTD 3/23/64.

230 Apparel

SPAIN—Men's, youths', boys' ready-made suits; inexpensive dresses, skirts, for women and misses; women's and misses' underwear. Requests replies in French or Spanish. Jacob Benamu Benarroch (importer, exporter, agent), Lopez Moreno 10, Melilla. WTD 8/28/63.

231 Men's, Youths', Boys' Suits

SWEDEN—Men's ready-to-wear suits of all kinds in summer and winter-weight materials. Bergmans Herrekipering AB (importer, retailer), Odenplan 69, Stockholm. WTD 12/9/64.

232 Men's, Youths', Boys' Furnishings

SWEDEN—Men's clothing such as shirts, trousers, jackets, overcoats, underwear, sportswear, accessories. Bergmans Herrekipering AB (importer, retailer), Odenplan 69, Stockholm. WTD 12/9/64.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Ready made dresses, blouses, skirts, jackets, coats, sportswear for women and children. Bredenberg & Co. AB (importer, retailer), Drottninggatan 54, Stockholm. WTD 12/1/64.

234 Women's, Misses', Children's, Infants' Under Garments

SWEDEN—Nightwear and underwear, all kinds, for women and children. Bredenberg & Co. AB (importer, retailer), Drottninggatan 54, Stockholm. WTD 12/1/64.

242 Sawmills, Planing Mills

ITALY—Douglas fir; pitch pine. Fratelli Paganoni (manufacturer, distributor), Viale Monza 240, Milan. WTD 11/6/64.

Douglas fir, hemlock, redwood. Domenico Cora' & Figli, S.p.A. (distributor), Tavernelle Vicentina (Vicenza). WTD 11/18/64.

262 Paper Mills

HONG KONG—Multiple-layer sanitary tissue paper for processing women's sanitary napkins. Requests replies from manufacturers. China Merchants Import and Export Co., Ltd., 502 No. 9 Ice House Street, G. P. O. Box No. 2696, Hong Kong. Cable: CHIMERCANT, Hong Kong. WTD 12/3/64.

★★ **SPAIN—Trade Mission**

Materials for manufacture of disposable diapers and other sanitary products. Mr. Miguel Esparza, Managing Director, Miguel Esparaza, Fabrica de Jabones (manufacturer), Villaban, Navarra. WTD 11/24/64. TM 108.

264 Converted Paper, Paperboard Products

★★ **SPAIN—Trade Mission**

Wall paper; requests replies in Spanish. Direct purchase and agency. Sr. D. Jose Manuel Sanchez Jimenez (importer, exporter), Alcalde Lopez Casero 4, Madrid 17. WTD 5/27/64. TM 67.

265 Paperboard Containers, Boxes

ITALY—Corrugated paper; sheets, boxes. Euronda (manufacturer), Casella Postale 3, Pastrengo (Verona). WTD 10/30/64.

273 Books

PAKISTAN—Technical books, journals, periodicals, magazines; approx. $3,000. Moghal and Sons (manufacturers), McLeod Rd., Lahore. WTD 11/25/64.

281 Industrial Chemicals

PORTUGAL—Intermediates, dyes, color lakes, toners. Requests replies from manufacturers. Direct purchase and agency. E. Brunner & Ca. Lda. (importer, wholesaler, agent), 13-2° Rua de Aviz, Oporto. WTD 12/9/64.

★★ **SPAIN—Trade Mission**

Chemicals for steel sheet rolling, wire drawing, metal finishing industry, metal cleaning. Mr. Felicisimo Cisneros, Managing Director, Civi, S.A. (manufacturer, distributor), Paseo Pep Ventura 4, Vich, Barcelona. WTD 11/25/64. TM 210.

SWEDEN—Industrial chemicals, all kinds. Wallenborgs Kemikalie AB (importer, retailer, wholesaler, manufacturer), Fack 16, Bromma 15. WTD 10/29/64.

282 Synthetic Materials

PAKISTAN—Nylon resins: chemicals used in manufacture of nylon, synthetic yarn, twine; approx. $10,000. Fazal Nylon Mills Ltd. (manufacturers), 30 The Mall, Lahore. WTD 11/25/64.

★★ **SPAIN—Trade Mission**

Synthetic raw materials, nylon scrap, suitable for extrusion and multifilament manufacture. Mr. Luis Pedro Pages, Import-Export Dept., Aplicaciones Resinas Sinteticas (manufacturer), Recaredo 2, Barcelona. WTD 9/18/64. TM 266.

Plastic materials for manufacturing plastic bags, similar commodities. Isidro M. de Mendiluce, General Manager, General de Plasticos Vascos (manufacturer, agent), 55, Camino de Escurce, Bilbao. WTD 11/30/64. TM 134.

SYRIA—Plastic materials to be used in plastics factory. Polyethylene resins for town supply pipes, irrigation pipes, polythene bags, injection molding of household articles. Direct purchase and agency. Wali Brothers, Inc. (Nylar), (importer, manufacturer), P.O. Box 600, Neirab St., Aleppo. WTD 7/24/64.

283 Drugs

● **CEYLON**—40,000 lb. of Malathion, deodorized S-(1, 2-dicarbethoxyethyl)-0, 0-dimethyl dithiophosphate water wettable powder equivalent to 40,000 lb. of technical form. Technical Malathion should contain 95% of active ingredients. Bid deadline, Feb. 2.

Pharmaceutical preparations: diloxanide furoate, B.P., 0.5 gm., 100,000 tablets; sulphadiazine, B.P., 0.5 gm., 15 million tablets; ephedrine hydrochloride, B.P., ¼ gr., 12 million tablets; mepyramine maleate B.P., 50 mgm, 2 million tablets; phenytoin sodium B.P., 100 mgm, 1 million dry filled capsules; aminophylline B.P. (theophylline with ethylene diamine B.P.), 1.6 million tablets, 0.1 gm. each; digoxin B.P., 1.5 million tablets of 0.25 mgm each; piperazine adipate B.P., 3 million tablets, and prednisolone B.P., 5 mgm each, 2.4 million tablets. Bid deadline, Feb. 9.

Four items of injectables as follows: insulin zinc suspension, B.P., 10 cc of 40 units per cc, 120,000 multi-dose vials; insulin, B.P., 10 cc, 80 units per cc; 12,000 vials; insulin, B.P., 10 cc, 40 units per cc, 15,000 vials; and heparin, B.P., 5,000 international units per cc for I.V. use, 6,000 vials of 5 cc each. Bid deadline, Feb. 16.

Seven items in tablet and ampoule form, as follows: diethylcarbamazine citrate, B.P., 20 million tablets; idochlorhydroxyquin U.S.P., 10 million tablets; vitamin B complex, 22 million tablets; ascorbic acid, 6 million tablets; vitamin A and D, 4 million capsules; and dextrose injection, B.P., 360,000 ampoules of 25% W/V in 25cc ampoules for I.V. use; and 135,000 ampoules, 50% W/V in 50 cc ampoules for I.V. use. Bid deadline, March 2. Department of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.

Copies of tender may be obtained by firms located in U.S. on written application to Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

HONG KONG—Pharmaceuticals, antibotics. Requests replies from manufacturers. Gabow & Co., Rm. 304, Hing Fat House, 8 Duddell St., Hong Kong. Cable: LEOGABOW, Hong Kong. WTD 12/3/64.

● **NEW ZEALAND**—Combined vaccine for tetanus and diphtheria immunization of children in sets of 5 or 10 ampoules each of 0.5 cc per dose; 35,000 doses a year approx. Tender No. 12/1/296, bid deadline, Jan. 12. Director General of Health, P.O. box 5013, Wellington. Tender documents available from New Zeland Senior Trade Commissioner in the U.S., 1145 19th St., NW., Washington, D.C., 20036. (Telephone: 202-FE 8-8820).

PORTUGAL—Pharmaceutical preparations. Requests replies from reputable pharmaceutical firms. Direct purchase and agency. E. Brunner & Ca. Lda. (importer, wholesaler, agent), 13-2° Rua de Aviz. Oporto. WTD 12/9/64.

SWEDEN—Pharmaceutical raw materials; direct purchase and agency. AB Hirschs Kemikalieimport (importer, wholesaler, exporter, manufacturer), Tegnergatan 1, Stockholm. WTD 11/2/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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284 Soap, Detergent, Cleaning Preparation, Cosmetics

FINLAND—Window, wall, floor cleaning equipment, materials, supplies. Requests trade literature, prices. Sitora Oy, Annankatu 24, Helsinki. WTD 12/3/64.

● **PAKISTAN**—Bleaching powder approx. 34,800 lb., for tropical use, 34-36% available chlorine, packed in 300, 112-16 galvanized drums. Tender No. S-6/392/Bleaching powder/64-65, bid deadline Jan. 11. The Directorate of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheeh Commercial area, Dacca 2.★ (Telephone: 202-WO 7-2090).

285 Paints, Varnishes, Lacquers, Enamels

GIBRALTAR—Oil paints, enamel finish, lacquers and varnishes. Car Sales & Services Ltd. (importer, exporter, wholesaler, retailer), Sun Drive Car Hire Ltd., 63, Main St. WTD 11/30/64.

SPAIN—Paints, lacquers, varnishes, paint sprays, accessories. Direct purchase and agency; requests replies in Spanish or French. Francisco Parres Puig & Sons (importer, distributor, retailer, agent), C/. O'Donnell 41, Melilla. WTD 4/29/64.

287 Agricultural Chemicals

★★ **SPAIN—Trade Mission**

Agricultural insecticides, pesticides, fungicides, fumigants. Mr. Felicisimo Cisneros, Managing Director, Civi, S.A. (manufacturer, distributor), Paseo Pep Ventura 4, Vich, Barcelona. WTD 11/25/64. TM 209.

Insecticides. Don Andres Garrido, President, Sociedad Anonima de Abonos Medem (distributor), O'Donnell 7, Madrid. WTD 12/3/64. TM 80.

289 Chemical Products

SWEDEN—Additives, other agents for steel making industry, cutting oils, lubricants. Direct purchase and agency. Inter-Impex (importer, wholesaler, sales agent), Saltsjovagen 17, Lidingo 3, WTD 10/22/64.

291 Petroleum Refining

● **SUDAN**—Diesel crankcase lubricating oil, S.A.E.-30, 80 mt. Contract No. 3141, bid deadline 12 noon, Jan. 12. Sudan Government, Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I., England★ (Telephone: 202-WO 7-2355).

301 Tires, Inner Tubes

GIBRALTAR—Tires, inner tubes, for passenger cars and trucks, tire repair materials, patches. Car Sales & Services Ltd. (importer, exporter, wholesaler, retailer), Sun Drive Car Hire Ltd., 63, Main Street. WTD 11/30/64.

PAKISTAN—Pneumatic tires for passenger cars, trucks, motorcycles; approx. $20,000. Jullunder Motor Agency (Pak) Ltd. (importer, distributor), Jashi Bldg, MacLagan Rd., Nila Gumbad, Lahore. WTD 11/27/64.

307 Plastic Products

★★ **SPAIN—Trade Mission**

Floor covering, vinyl. Dona Maria Cruz Diaz Carboneto, Sales Manager (manufacturer), Talleres Cancer, Calle Salamanca 18, Madrid. WTD 12/4/64. TM 71.

322 Glass, Glassware

SPAIN—Inexpensive machine made decorative glassware: glass jars, vases; requests replies in French or Spanish. Jacob Benamu Bennarroch (importer, exporter, agent), Lopez Moreno 10, Melilla. WTD 8/28/63.

324 Cement, Hydraulic

★★ **SPAIN—Trade Mission**

Portland cement, minimum of 30,000 tons,

on basis of irrevocable letter of credit. Sr. Don Santiago Pelayo Perez (importer, exporter), Serrano 230, Letra K, 7°, Madrid. WTD 12/10/64. TM 36.

325 Structural Clay Products

★★ SPAIN—Trade Mission

Tile, wall and floor, ceramic; requests replies in Spanish. Sr. D. Adolfo Favieres Palacios, General Manager, Protec, S.A. (importer), Plaza de las Cortes 2, Madrid 14. WTD 11/17/64. TM 49.

329 Abrasive, Asbestos, Miscellaneous Non-metallic Mineral Products

★★ SPAIN—Trade Mission

Floor tile, asphalt; requests replies in Spanish. Sr. D. Adolfo Favieres Palacios, General Manager, Protec S.A. (importer), Plaza de las Cortes 2, Madrid 14. WTD 11/17/64. TM 48.

Floor tile, asphalt; requests replies in Spanish. Direct purchase and agency. Sr. D. Jose Manuel Sanchez Jimenez (importer, exporter), Alcalde Lopez Casero 4, Madrid 17. WTD 5/27/64. TM 69.

331 Steel Mill Products

● **BURMA**—Tin plates: 2927 lt. hot-dipped coke tin plate, coating 1.25 lb. and 1430 lt. electrolytic tin plate, coating 0.5 lb. Tender No. 62/Tin Plates/64, bid deadline, Jan. 15. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Plates, sheets: 5158 mt. various sizes (92 items). Tender No. S-53 of 1964, bid deadline Jan. 16. The Director, Wagon Production, Ministry of Railways (Railway Board), Rail Bhawan, Raisina Rd., New Delhi. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Tender fee, $2 a set.

5015 mt. of flat, round, hexagonal bars, various sizes (87 items). Tender No. S-54 of 1964, bid deadline, Jan. 19. The Director, Wagon Production, Ministry of Railways, (Railway Board), Rail Bhawan, Raisina Rd., New Delhi. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Tender fee, $2 a set.

● **SUDAN**—1000 steel tires rolled for locomotive tender wheels, 2'-9¾" dia. over tread x 2'-4⅛" bore x 5 1/16" wide, to conform to B.S. Spec. No. 24 Part 2: 1956 for Locomotive tires. Tender No. 3120, bid deadline Jan. 14. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Supply of telephone cable, overhead self-supporting, polythene insulated (229,740 yd.) Tender No. 20C (64-65), bid deadline Jan. 15. The Director-General, Posts & Telegraphs, Burma, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-2162).

Supply of P.V.C. insulated flat twin indoor wire 0.6 mm (109,400 yd.), 0.7 mm (109,400 yd.). Tender No. 22P (64-5), bid deadline, Jan. 15. The Director-General, Posts & Telegraphs, Burma, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-2162).

Supply of A-L cable spec. MIL-W-5086A Type IIa-L-B4 105 C600 volts (1,500 ft.), stranded bare copper aerial wire (500 ft.), 22 AWG solid 1 pair cabled unshielded 0.140 in nom. dia. (200 ft.), single conductor P.V.C. insulated equipment wire type 2 in accordance with spec. DEF. 12A (4,500 yds.), twin core circular P.V.C. insulated and sheathed, flexible cord 250 volt, of various specifications (1,400 yd.), and various winding material. Tender No. 66/EL(A)64-65, bid deadline, Jan. 18. The Division Manager, Electrical Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2162).

● **IRAN**—Supply of bare electrolytic copper wire, 25 sq.mm 7.2 14 mm (10 tons), 16 sq. mm 7.1 71 mm (5 tons). Bid deadline, Jan. 17. Shiraz Electricity Dept., Shiraz.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Varying sizes and large quantities of washers. Tender No. 40/CS/64-65/TRAD, bid deadline Jan. 22. Secretary (1) People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Furniture hardware, except casters; approx. $2,500. Irrish Corp. (Registered), Khawaja Electric Market, 13 Brandreth Rd., Lahore. WTD 11/25/64.

★★ SPAIN—Trade Mission

Metalcutting saw blades, plastic-handled screw drivers, other hardware store items. Mr. Enrique Ullod, President, Industrias Metalicas Ulsan, S.A. (manufacturer), Calle del Gallo 16, Esplugas, Barcelona. WTD 3/14/63. TM 207.

Saws, saw blades, hole cutters. Distributorship only. Mr. J. A. Coveney, Trade Relations Manager, Mauricio Agi (distributor), Corcega 367-370, Barcelona. WTD 5/5/64. TM 211.

Band saw blades, paint scrapers, screwdrivers, similar small hardware store items. Sr. Jose Garcia Coca, Administrative Manager, Commercial Espanola de Intercambios Mundiales, S.A. (importer), Sagasta, 11, Madrid 4. WTD 11/19/64. TM 123.

SWEDEN—Door locks and fittings, screws, hinges, bolts, hasps, staples, screw or clamp-type braces and locks for concrete moulds, saws of all kinds, labor-saving fittings and tools for construction industry. Direct purchase and agency. Svenska Husbyggnadsmaterial AB (importer, exporter, sales agent), Faltvagen 14, Spanga 1. WTD 12/8/64.

343 Heating Apparatus, Plumbing Fixtures

★★ SPAIN—Trade Mission

Plumbing fixtures, pipes and fittings for sanitary usage; requests replies in Spanish. Sr. D. Adolfo Favieres Palacios, General Manager, Protec S.A. (importer), Plaza de las Cortes 2, Madrid 14. WTD 11/17/64. TM 47.

Bathroom fixtures, accessories, all types. Will act as distributor, wholesaler or sell on commission. Prompt deliveries important, desires regular shipments; requests replies in Spanish. Sr. Don Jose Martinez, Director, Martinez Hermanos (distributor), Las Maldonadas 6, Madrid 5. WTD 12/4/64. TM 55.

349 Fabricated Metal Products

● **IRAQ**—1000, 2-head cock valves and 3000, one-head valves, to fit ½" dia. galvanized steel pipe. Tender No. GAS 2/64, bid deadline, Jan. 15. Head of the Tender Committee, Gas Distribution Administration, Baghdad.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Cast iron sluice valves, sizes 3" to 48" dia. Importer and manufacturer's representative requests replies from manufacturers with price quotations, c&f, Karachi; direct purchase and agency. Schinleyz, 75 Noor Chambers, Robson Rd., Karachi. WTD 6/24/64.

352 Farm Machinery

FRANCE—Lawn mowers for distribution in France, Spain, Africa; direct purchase and exclusive agency. Societe Yvan Beal & Cie., (importer, distributor), 61-63 Rue du Ressort, Clermont-Ferrand (Puy-de-Dome). WTD 5/27/64.

NIGERIA—Small size poultry incubators capable of hatching 100-500 chicks at a time. Quotations c.i.f. Lagos, preferably from manufacturer. Prepared purchase letter of credit basis. Quotations should include delivery date, data. Electricity, gas or kerosene type incubators acceptable, requests descriptive literature; direct purchase and agency. Mr. Z. Lipsker, Dizengoff (West Africa) Limited (importer, distributor, manufacturers representative), 28 Creek Rd., P.M. Bag 1031, Apapa. WTD 11/27/64.

★★ SPAIN—Trade Mission

Farm machinery for planting and harvesting corn. Luis Fernandez Rodriguez, Fernandez Hermanos (manufacturer), Tiziano 9, Madrid. WTD 12/18/64. TM 62.

Cotton picking equipment, automatic vibrator (olive and peach picking equipment) to shake fruit down. Sr. D. Jose Marino, Director, Eximtrade S.A. (export, import, agent), Serrano 51, Madrid 4. WTD 11/13/64. TM 6.

Farm equipment, machinery. Sr. D. Rafael Ortega, Sub-Director, Metalurgica de Santa Ana, S.A. (manufacturer), Alcala, 95, Madrid 9. WTD 12/18/64. TM 127.

Harvesting machines for wheat, tractor drawn. Sr. D. Salvador Nicolas Arellano, Import Director, Ferraria, S.A. (agent), Batalla del Sabado, 38, Madrid 1. WTD 12/18/64. TM 97.

Grain cleaning, storage equipment. Sr. Jose Garcia Coca, Administrative Manager, Comercial Espanola de Intercambios Mundiales, S.A. (importer), Sagasta, 11, Madrid 4. WTD 11/19/64. TM 124.

SYRIA—Farm wheel tractors, 30 hp. to 75 hp. Requests quotations c.i.f. Latakia. Direct purchase and agency. Adnan Rafic Kuraiha (importer, wholesaler, retailer), Al-Hurrieh St., Latakia, S.A.R. WTD 9/28/64.

353 Construction, Mining, Material Handling Machinery

● **CEYLON**—1 diesel or diesel-electric 10½ ton carrier mounted power crane, diesel engine to conform with British Standard Specifications; 3 semitrailers of 25 ton capacity, to be used with 3 axled tractors; 1 crawler mounted 125 hp 6 cylinder diesel bulldozer, hydraulic controlled; 1 crawler mounted 225 hp 6 cylinder diesel bulldozer, hydraulic controlled; 2 diesel or electric powered construction hoists, approx. 1½ ton capacity, platform suitable for use with two wheelbarrows; approx. 50 ft. lift.; 2 diesel or electric powered construction hoists, 1½ ton capacity, platform suitable for use with two wheelbarrows; 2 diesel dumpers of 7 cu. yd. capacity; 2 wheel type tractor shovel-loaders, 1 cu. yd. capacity, 2 portable 2 wheel trailer type diesel powered air compressors of 200 cu. ft. min. capacity; 6 portable 4 wheel mounted, diesel or electric powered 10/7 cu. ft. concrete mixers; 6 portable 4 wheel mounted, diesel or electric powered 7/5 cu. ft. mortar mixers; 6 diesel dump trucks of 5 ton capacity; 1 diesel 3 wheeled roller; 1 diesel powered vibrating roller, with effective compaction equal to 6-12 tons; 3 electric shovels of 0.2 c.m. capacity; 12 electric welding sets;

12 concrete vibrators, 9000 min. cycles, 20 ft. flexible shaft; 6 electric hoists, 300 lb. lift capacity, post or wall mounted type; 1 overhead travelling crane, 5 ton capacity, 34 ft. span; 2 electric overhead hoists, 6 ton capacity which will travel on monorail throughout plant; 1 electric overhead hoist, 3 ton capacity, monorail travel in plant. Bid deadline, Jan. 16. The Chairman, State Engineering Corp. of Ceylon, 48 Sri Jinaratana Rd., Colombo.★ (Telephone: 202-WO 7-5566).

● **INDIA**—35, one-ton capacity pneumatic hoists. Tender No. SFM 64/09/37/I, bid deadline, Feb. 12. Superintendent, Steel Foundry Chittranjan, Locomotive Works, Chittranjan, W. Bengal. Tenders available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. (Ref: No. D/ENQ/1437).★ (Telephone: 202-WO 7-5589).

PAKISTAN—Loaders, shovel (up to 4 cu. yd.); importer and manufacturer's representative requests replies from manufacturers with price quotations c&f, Karachi; direct purchase and agency. Shaikh Gulzar Ali & Co. Ltd., Rex Annexe 27, Victoria Rd., Karachi-3. WTD 8/20/64.

Cranes, truck, capacities 1500 to 10,000 lb.; importer and manufacturer's representative requests replies from manufacturers with price quotations c&f, Karachi, direct purchase and agency. Sheikh Gulzar Ali & Co. Ltd., Rex Annexe 27, Victoria Rd., Karachi-3. WTD 8/20/64.

Crawler tractors, industrial, gasoline-electric, over 100 hp. Irrish Corp. (registered), Khawaja Electric Market, 13 Brandreth Rd., Lahore. WTD 11/25/64.

● **PORTUGAL**—Supply and installation of two overhead or gantry cranes. Bid deadline Feb. 1, 1965. Specifications available for $17.50 from Empresa Termoelectrica Portugesa, Delegacao em Lisbon, Rua Rosa Araujo 34-3°, Lisbon 7, Portugal.

★★ **SPAIN—Trade Mission**

Road construction equipment, bulk material handling equipment for cement, sand and aggregate. Direct purchase and agency. Sr. D. Javier Vila, Managing Director, Hans S. Werner y Cia. Ltd., (manufacturers agent), Torre de Madrid, Madrid 13. WTD 11/13/64. TM 2.

Cement mixers. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aguilera 13, Madrid 15. WTD 12/18/64. TM 101.

Concrete finishing machinery: vibrators, concrete pumps, bulk material conveyors, ½ yd. & ¾ yd. shovels & backhoes, gasoline powered pumps; unit prices not to exceed $5,000.00. Direct purchase and agency. Sr. D. Juan Antonio Tormo Sanz, Manager Dir., Comercial Icon S.A., 6 Saturnino Calleja, Madrid. WTD 11/22/63. TM 3.

Road building machinery, all types. Sr. J. Esser, Juan Tiktin (manufacturer), Alcala, 76, Madrid. WTD 12/18/64. TM 95.

Road construction equipment. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aguilera, 13, Madrid, 15. WTD 12/18/64. TM 98.

All types of electrical equipment for mining industry. Mr. Antonio Mo. de Eguren, Director, Eguren, S.A. (manufacturer), Aguirre 18, Bilbao. WTD 11/23/64. TM 165.

● **SUDAN**—Two ten-ton electric gantries. Tender No. 3199, bid deadline Jan. 19. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I., England.★ (Telephone: 202-WO 7-5589).

354 Metalworking Machinery

ITALY—Cold chamber aluminum die casting machines: 6 of 200 m.t.; 4 of 400; 3 of 800; 2 of 1000; 2 of 1500 m.t. Dott. Ing. Americo Volpe (importer), Viale Gran Sasso 16, Milan. WTD 11/18/64.

★★ **SPAIN—Trade Mission**

Machinery for manufacturing finned coils for refrigeration. Sr. D. Jose Lopez Reguero, Attorney, Nueva Mecanica, S.A. (manufacturer, wholesaler), Guzman el Bueno 36, Madrid. WTD 12/18/64. TM 29.

Punch press to stamp silicon steel (0.0003″ thick) approx. 3″ x 4″ at highest possible rate; coil unwinder and coil slitting machine for steel coils 48″ wide x 2 tons; requests replies in Spanish. Sr. D. Antonio Ibarra Santamaria, Nucleos Magneticos Ibarra (manufacturer), Pajaritos, 21, Madrid 10. WTD 12/18/64. TM 50.

Used or rebuilt direct acting hydraulic press, Verson 2500 R (20″ x 50″) or 10800 R (36″ x 116″) or equal. Sr. D. Virgilio Hernando, Engineer, Construcciones Aeronauticas, S.A., (manufacturer), Calle del Rey Francisco 4, Madrid, 8. WTD 4/12/63. TM 87.

Machinery for making door hinges, thumb tacks; only most modern machinery, highly automatic desired; requests replies in Spanish. Mr. Eugenio Rocandio, Owner, Industrias Rocandio (manufacturer), Eibar, Guipuzcoa. WTD 5/14/63. TM 187.

Equipment for manufacturing solder-joint brass tubing fittings. Mr. Jaime Ribera, Director, Metales y Platerias Ribera (manufacturer), Paseo de Triunfo 65, Barcelona 5. WTD 1/17/62. TM 247.

Shovel, fork and hoe manufacturing machinery, latest designs; requests replies in Spanish. Mr. Jose Maria Mugarza, Director, Mugarza, Ugarte y Cia., S.A. (manufacturer), Onate, Guipuzcoa. WTD 11/27/64. TM 130.

355 Special Industry Machinery

BRAZIL—Used machinery for preparing ice cream and concentrate egg yolk; desire complete installation. Papeis Gomados Lider e Conexo S.A. (manufacturer), Caixa Postal 4686, Sao Paulo. WTD 11/18/64.

● **INDIA**—One sleeper for an incising machine to handle timbers from 4″ to 18″ wide. Tender No. SWP-7/51132-R/I, bid deadline, Jan. 28. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tenders available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. (Ref. No. D/ENQ/1458).★ (Telephone: 202-WO 7-5589).

● One punching and eyeletting machine; one 42″ automatic paper cutting machine. Tender No. SMH-5/4024/002-A/V, bid deadline Jan. 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tenders available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008 (Ref. No. D/ENQ/1454).★ (Telephone: 202-WO 7-5589).

INDONESIA—New machinery for producing corn flakes and/or other corn food products. Sale will be to Indonesian Government. Manreco C. V., Djalan Djambu, 30, Djakarta.

IRAQ—Desires to act as agent for well-known manufacturer of plastic working machinery and plastic molds; also interested in direct purchases for own use. Mowaffak Drug Stores Co. (Div. of M. T. Irani Sons Co.), (importer, wholesaler, contractor), Ameen Square, Rashid Street, Baghdad. WTD 11/23/64.

MALAYSIA—Desires to import complete plant for manufacture of electrical fittings such as plugs, sockets, switches from Bakelite or hard plastic; output and design details not yet available. Interested firms should supply necessary machinery and technical information regarding plant to be set up. Behn, Meyer & Co. (M) Ltd. (importer), P.O. Box 1032, Kuala Lumpur. WTD 9/5/61.

Interested in importing complete plant for manufacture of syrup from bananas; output approx. 2500-3300 imp. gal. per month. Plant shall comprise crushing machines, presses, filters, boilers, pumps—bottling plant is not required; peeling of bananas shall be done by hand. Behn, Meyer & Co. (M) Ltd. (importer), P.O. Box 1032, Kuala Lumpur. WTD 9/5/61.

NIGERIA—New and used machinery for production of "English style" biscuits. Requests quotations from manufacturers and/or dealers. Mr. H. B. Chanrai, J. T. Chanrai & Co. (importer, wholesaler, manufacturers' representative), P.O. Box 39, Port Harcourt. WTD 5/27/63.

New and used machinery for weaving woolen textiles. Machinery to be usable also for weaving woolen and synthetic yarns to make a product similar to "Dacron and Wool" from the U.S. Requests replies from manufacturers and/or dealers. Mr. H. B. Chanrai, J. T. Chanrai & Co., (importer, wholesaler, manufacturers' representative), P.O. Box 39, Port Harcourt. WTD 5/27/63.

PAKISTAN—Textile mill machinery, spare parts, accessories, for use in own factory; approx. $10,000. Fazal Nylon Mills Ltd., 30 The Mall, Lahore. WTD 11/25/64.

★★ **SPAIN—Trade Mission**

Cleaning equipment for food and beverage industries, bottle washers, industrial vacuum cleaners, diatomaceous earth filters. Desires to act as agent or distributor. Mr. Robert Grinstead (distributor, agent), Juan Ramon Jimenez, 2, Madrid 16. WTD 11/17/64. TM 68.

Machinery for manufacture of disposable diapers, other sanitary products. Mr. Miguel Esparza, Managing Director, Miguel Esparza, Fabrica de Jabones (manufacturer), Villaban, Navarra. WTD 11/24/64. TM 108.

Brickmaking machinery; requests replies in Spanish. Mr. Jose Maria Mugarza, Director, Mugarza, Ugarte y Cia., S.A. (manufacturer), Onate, Guipuzcoa. WTD 11/27/64. TM 136.

Machinery, complete line for canning and food processing. Mr. Francisco Ortega, Estudios e Investigaciones Industriales, S.A. (Esindus) (distributor), General Sanjurje 44, Madrid. WTD 12/18/64. TM 261.

Tire making equipment, equipment to fabricate brake linings; requests replies in Spanish. Sr. D. Jesus Arriaga Pequeno (manufacturer), Andres Torrejon 5, Madrid 7. WTD 12/18/64.

Bottling and bottle handling equipment; complete lines for filling, closing, packaging and casing plastic bottles of edible oils; dehydrating machinery for fruits; requests replies in Spanish. Sr. D. Santiago Mora Gonzalez, Aceites Vegetales, S.A. (manufacturer), Caracas 23, Madrid. WTD 12/4/64. TM 42.

Machine to centrifugally line O.D. steel pipes with cement to a thickness of approx. one inch. Sr. D. Alberto Fesser, Hidraulica Santillana S.A. (engineer), Plaza de la Lealtad 3, Madrid. WTD 12/18/64. TM 82.

Corn popping machinery for commercial use; bakery machinery for cutting corn. Luis Fernandez Rodriguez, Fernandez Hermanos (manufacturer), Tiziano 9, Madrid. WTD 12/18/64. TM 61.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Sugar plant and paper product machinery. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aguilera, 13, Madrid 15. WTD 12/18/64. TM 101.

Dehydrating machinery for vegetable processing. Mr. Fernando Tamames Alonso, Xanco (importer, exporter), Bailen 2, Barcelona 10. WTD 3/26/63. TM 198.

Machinery for glass cutting, grinding, beveling, polishing, drilling; requests replies in Spanish. Sr. D. Jacinto Mora, Director, Maquimetal S.A. (manufacturer), Moratines 11. Madrid 5. WTD 11/17/64. TM 52.

Machinery for manufacturing plastic bags, other similar plastic commodities. Isidro M. de Mendiluce, General Manager, General de Plasticos Vascos (manufacturer, agent), 55, Camino de Escurce, Bilbao. WTD 11/30/64. TM 135.

SWEDEN—Machinery for cured meat industry. AB Schaub & Co. (manufacturer, importer, exporter), Slakthuset, Johanneshov. WTD 11/18/64.

UGANDA—Knitting machine capable of output on commercial scale for production of woolen sweaters, cardigans. Requires full technical data, description, price, delivery date and output per machine. Family Knitters (manufacturer, importer, retailer, wholesaler, exporter), P.O. Box 4050, Kampala. WTD 11/27/64.

356 General Industrial Machinery

ITALY—Melted tin sprayers. Demetrio Donadoni (distributor), Via dei Grimani 18, Milan. WTD 11/17/64.

★★ SPAIN—Trade Mission

Industrial lacquering equipment; requests replies in Spanish. Mr. Eugenio Rocandio, Owner, Industrias Rocandio (manufacturer), Eibar, Guipuzcoa. WTD 5/14/63. TM 187.

Gear speed reducers, gear boxes, standard gears, from factional to 2,000 hp. Sr. D. Fernando Martinez Bannazar, Bengoechea Ingenieros, S.A. (engineer), General Moscardo 6, Madrid (20). WTD 12/18/64. TM 85.

Smoke abatement equipment for industrial plants, any types of air purifying equipment. Mr. Javier Ojanguren Ellacuria, Chief Engineer, Depuracion de Aguas, S.A. (water purifying plant), Perez Galdos 2, Bilbao. WTD 3/5/63. TM 109.

Submergible pumps for liquids. Sr. Herrera, Sub-Director, Montalban, S.A., Alberto Aguilera, 13, Madrid 15. WTD 12/18/64. TM 102.

358 Service Industry Machines

● **BURMA**—Supply of 50 water coolers, electric type, ⅛ h.p. suitable to operate on 220/240 v. 50 cycles, a.c., fitted with cooling fan, foot operated control, complete with tools, accessories, two year normal maintenance, spare parts. Tender No. 60/EL (A)64-65, bid deadline, Jan. 30. The Divisional Manager, Electrical Stores Corp. c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

30 one-hp., wall or window mounted, 9,000 to 12,000 BTU per hr. air conditioning units. Tender No. 62/EL(A)64-65, bid deadline, Jan. 30. The Secretary (4) People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FINLAND—Window, wall, floor cleaning equipment, material, supplies. Requests trade literature, prices. Sitora Oy (importer, wholesaler), Annankatu 24, Helsinki. WTD 12/3/64.

FRANCE—Commercial freezing units for distribution in France, Spain, Africa; direct purchase and exclusive agency. Societe Yvan Beal & Cie. (importer, distributor), 61-63 Rue du Ressort, Clermont-Ferrand (Puy-de-Dome). WTD 5/27/64.

GERMANY—Commercial laundry, dry-cleaning machines, including pressing, ironing equipment, centrifugal dryers, conveyor belts. Exclusive distributorship for direct purchase or on commission basis for West Germany, other West European countries. Hewanco I. M. Hein K.G. (importer, wholesaler, sales agent), 8 Fedelhoeren (P. O. Box 1577), 28 Bremen. WTD 2/25/63.

NIGERIA—New and used machinery for production of laundry bluing, other laundry products. Requests replies from manufacturers and/or dealers. Mr. H. B. Chanrai, J. T. Chanrai & Co. (importer, wholesalers, manufacturers' representative), P.O. Box 39, Port Harcourt. WTD 5/27/63.

New and used machinery for toasting cereals such as corn flakes, Post toasties. Requests replies from manufacturers and/or dealers. Mr. H. B. Chanrai, J. T. Chanrai & Co., P.O. Box 39, Port Harcourt. WTD 5/27/63.

★★ SPAIN—Trade Mission

Refrigeration machinery for shipboard industrial use (for chill rooms, freezing plants, large installations); industrial and commercial air conditioning. Mr. Victor Diaz Cantera, Beltran, Casado y Compania, S.A. (manufacturer), Alameda Urquijo 20, Bilbao. WTD 11/23/64. TM 122.

Air conditioners, automatic air conditioning controls, controls for refrigeration in general. Sr. D. Jose Lopez Reguero, Attorney, Nueva Mecanica, S.A. (manufacturer, wholesaler), Guzman el Bueno 36, Madrid. WTD 12/18/64. TM 29.

Pre-fabricated metal freezing chambers; refrigerator units for trucks. Direct purchase and agency. Sr. D. Leopoldo Cuadra, Director Comercial, Comercial Exportadora de Articulos Perecederos, S.A. (CEAPSA) (importer, exporter), Torre de Madrid 7-20, Madrid (13). WTD 12/4/64. TM 28.

● **SUDAN**—One-hp. air conditioning unit, 54. Tender No. 3205, bid deadline Jan. 20. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I.★ (Telephone: 202-WO 7-5589).

361 Electric Transmission, Distribution Equipment

★★ SPAIN—Trade Mission

Electrical switchboard, panel board components for mounting on switchboards and panel boards; electrical cable connectors. Jose M. de Goyarrolla, Electricidad Goyarrolla Diaz Galvez, S.A. (manufacturer), Calle Pradillo 58, Madrid. WTD 12/18/64. TM 15.

362 Electrical Industrial Apparatus

ISRAEL—Industrial generators producing 220/380 volt, 50 cps. current. Seeks diesel-powered units with capacities of 10-30 KVA, gasoline or diesel powered units of about 5 KVA capacity. Requests catalogs, price lists from manufacturers. Direct purchase and exclusive agency. Adler & Stern Engs. (importer, distributor), 1 Sarah St., POB 1539, Haifa. WTD 1/16/64.

★★ SPAIN—Trade Mission

Electric welders, spot welders; distributorship only. Mr. J. A. Coveney, Trade Relations Manager, Mauricio Agi. S.A. (distributor), Corcega 367-370, Barcelona. WTD 5/5/64. TM 212.

363 Household Appliances

FRANCE—Refrigerators, 18 to 23 cu. ft., upright type; for sale to bakers. Requests replies from manufacturers located on Atlantic coast. Afex Exportation (importer, dealer), 19 Bld. Sebastopol, Paris 1er. WTD 12/11/64.

Freezers for distribution in France, Spain, Africa; direct purchase and exclusive agency. Societe Yvan Beal & Cie. (importer, distributor), 61-63 Rue du Ressort, Clermont-Ferrand (Puy-de-Dome). WTD 5/27/64.

PAKISTAN—Electrical appliance parts, accessories, such as switches, cables, power and distribution transformers; approx. $10,000. Irrish Corp. (Registered), Khawaja Electrical Market, 13 Brandreth Rd., Lahore. WTD 11/25/64.

364 Electric Lighting, Wiring Equipment

PAKISTAN—Pole line hardware; steel structural and tubular poles; approx. $350,000. Sasba Corp. (importing distributor), 12-E Gulberg 2, Lahore. WTD 11/25/64.

Pole line hardware; approx. $5,000. Irrish Corp. (Registered), Khawaja Electric Market, 13, Brandreth Rd., Lahore. WTD 11/25/64.

365 Radio, Television Receiving Sets

★★ SPAIN—Trade Mission

TV sets, accessories. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aguilera, 13, Madrid, 15. WTD 12/18/64. TM 99.

366 Communication Equipment

● **INDIA**—Supply equipment and construct system of color light signals with power operated points from interlocked panel in the station master's office and block working by tokenless block instruments at six stations on a new rail line under construction from Kottavalasa to Bailadilla. Tender No. KB/61/64, bid deadline Jan. 31. Chief Administrative Officer & Chief Engineer, Dandakaranya-Balangir-Kiriburu Railway Projects, Waltair, Andhra Pradesh. Tender documents can be purchased from the above address for $5.25, plus a bank commission of 21¢ and $4.20 for airmail postage, or may be reviewed only, with drawings, in Transportation Equipment Division BDSA-6340, Rm. 4314, Department of Commerce Washington, D.C., 20230.

★★ SPAIN—Trade Mission

Radio communication equipment. Sr. Herrero, Sub-Director, Montalban, S.A., Alberto Aguilera, 13, Madrid 15. WTD 12/18/64. TM 100.

SWEDEN—Electronic instruments for field science, other scientific research industries; electronic test equipment; electronic field detection apparatus; light heat emission apparatus; object detection apparatus; measuring and control equipment. Direct purchase and agency. Teleinstrument AB (importer, manufacturer, sales agent), Harjedalsgatan 138, Vallingby. WTD 6/24/64.

369 Electrical Machinery, Equipment, Supplies

SPAIN—Dry cell batteries, 1.5 volts, general purpose for flashlights, pen lights, hearing aids, portable radios. Request replies in French or Spanish. Jacob Benamu Benarroch (importer, exporter, agent), Lopez Moreno 10, Melilla. WTD 8/28/63.

371 Motor Vehicles, Motor Vehicle Equipment

● **BURMA**—Various quantities and sizes of automotive wheel cylinder assemblies. Tender No. TS-12P/Vehicle-8/(64-65), bid deadline, Jan. 15. The Secretary, People's Stores Corp., Vehicle & Other Transport Equipment Divisions, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-3296).

One lot automotive spare parts. Tender No. TS-10/Vehicle-8(64-65), bid deadline, Jan. 11. The Manager, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, 180/184 Bogyoke St., Rangoon.★ (Telephone: 202-WO 7-3296).

PAKISTAN—Automotive replacement parts for General Motors, Ford, British Motor Corp. vehicles, 1940-43 models; approx. $5,000 annually. Irrish Corp. (Registered) Khawaja Electric Market, 13 Brandreth Rd., Lahore. WTD 11/25/64.

★★ **SPAIN—Trade Mission**

Auto repair machine tools of every description, electronic testing equipment, new auto wash laundry equipment, grease racks and equipment muffler tools, tire changing equipment; will buy for their 200 shops. Sr. D. Julio Lillo, President; Sr. D. Amador Alonso Fraile, Managing Director, Distribucion Talleres de Automobiles, Ferrocarril 37, Madrid. WTD 12/18/64. TM 22.

373 Ship Building, Repairing

AUSTRALIA—Sea going, side trailing, suction dredge, hopper capacity of 2,500-3,000 cubic yards. To work in swell conditions, 8'-10' sea, loaded speed of 12 knots. Crew accomodation capacity for 24 hour operation with all modern devices and shore pumping facilities. Department of Harbours & Marine, (State Government), Edward St., Brisbane, Queensland. Attn: Mr. B. G. Tyrrell.

SWEDEN—All kinds of pleasure boats made of wood or plastic; also inboard and outboard motors plus accessories. AB Stockholms Motorcentrum (importer, retailer, wholesaler), Norr Malarstrand 30, Stockholm K. WTD 11/19/64.

375 Motorcycles, Bicycles, Parts

SYRIA—Motorcycles, various sizes and types. Requests quotations c.i.f. Latakia. Direct purchase and agency. Adnan Rafic Kuraiha (importer, wholesaler, retailer), Al-Hurrieh St., Latakia, S.A.R. WTD 9/28/64.

382 Instruments For Measuring, Controlling, Indicating Physical Characteristics

★★ **SPAIN—Trade Mission**

Mechanical measuring, inspection devices. Sr. Jose Garcia Coca, Administrative Manager, Comercial Espanola, de Intercambios Mundiales, S.A. (importer), Sagasta, 11, Madrid, 4. WTD 11/19/64. TM 125.

SWEDEN—Instruments for process variables such as temperature, flow, pH, conductivity, level, pressure, continuous chemical analysis. Electronic instruments for industrial purposes. Proportional integrating and derivative action controllers for pneumatic and electrical servomotors. Direct purchase and agency. Ingenjorsfirma Harry Rudberg & Co. (importer, sales agent), Dalagatan 34, Stockholm. WTD 11/3/64.

● **TURKEY**—Supply of 15 ultrasonic detectors for use in detection, location of invisible flaws. Bid deadline Jan. 11. TCDD Isletmesi, Merkez Alim ve Satim, Komisyonu Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

383 Optical Instruments

★★ **SPAIN—Trade Mission**

Optical Measuring, inspection devices. Sr. Jose Garcia Coca, Administrative Manager, Comercial Espanola de Intercambios Mundiales, S.A. (importer), Sagasta, 11, Madrid 4. WTD 11/19/64. TM 126.

386 Photographic Equipment

● **BURMA**—Photographic film, paper. Tender No. 020/Photo(1)64/65, bid deadline, 4 P.M., Jan. 15. Secretary, People's Stores Corp., c/o The Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2778).

PORTUGAL—Cameras, films (still, motion picture, graphic arts); X-ray film; photocopying equipment and supplies; products of all kinds related to X-ray and graphic arts. Requests replies from manufacturers. Direct purchase and agency. Agostinho Monteiro & Ca. Lda. (importer, wholesaler, retailer), 33-1° Rua de Ceuta, Oporto. WTD 12/7/64.

SWEDEN—Photographic chemicals; all kinds. Wallenborgs Kemikalie AB (importer, retailer, wholesaler, manufacturer), Fack 16, Bromma 15. WTD 10/29/64.

391 Jewelry, Silverware, Plated Ware

HONG KONG—Polished diamonds; no diamonds already in settings and no precious stones other than diamonds. Yu Kee Co. (importers, wholesalers), 8 Green Lane, 1st floor, Happy Valley. WTD 7/25/63.

★★ **SPAIN—Trade Mission**

Medium-priced jewelry; jewelry set with precious and semi-precious stones. Wants to work on commission basis. Sr. D. Alberto Garcia Sanchez, Director, Benigno de Lucas Martin (importer), Jose Lazaro Galdiano 2, Madrid 16. WTD 12/4/64. TM 26.

393 Musical Instruments, Parts

★★ **SPAIN—Trade Mission**

Organs, electric, electronic; requests replies in Spanish. Sr. D. Antonio Melgares (distributor), Mallorca, 9, Madrid. WTD 12/18/64. TM 44.

394 Toys, Amusement, Sporting Goods

SWEDEN—Swimming pools, equipment for public and private use. Direct purchase and agency. Ivar Tardells Agenturer AB (wholesaler, sales agent), Fredsgatan 10, Stockholm C. WTD 11/19/64.

396 Costume Jewelry, Novelties, Buttons, Notions

THAILAND—Novelty gift items, costume jewelry, other products carried by department store notions counter. S & C Super Market Ltd. Partnership (importer, wholesaler, retailer), 139/5 Gaysorn Rd., Bangkok. WTD 5/27/64.

399 Manufacturing Industries

FRANCE—Perfume atomizers. Direct purchase and agency. Ets. Lancel (manufacturer, importer, dealer), 3 Impasse de la Planchette, Paris. WTD 11/29/64.

SWEDEN—Undressed fur skins for use in own production of prepared and dyed skins for sale to wholesalers. AB Tranas Skinnberederi (importer, wholesaler, exporter, manufacturer), Vasagatan 1, Tranas. WTD 10/30/64.

653 Agents, Brokers, Managers

★★ **SPAIN—Trade Mission**

Real estate agent in U.S. to represent builder on Island of Mallorca; requests replies in Spanish. Sr. D. Jaime Garcia Diez & Sr. Pedro Zapata, Constructores Costas de Mallorca, S.A., Carretas 14, Madrid, 12, Spain. WTD 12/18/64. TM 94.

739 Business Services

HONG KONG—Offers consulting, agency and market survey services in Hong Kong, Japan, Taiwan. Premier Projects Ltd. (consulting and agency firm), 41 Printing House, P.O. Box 13959, Hong Kong. WTD 3/24/64.

★★ **SPAIN—Trade Mission**

All types of research activities in Spain; assist in seeking sources of finance; negotiate joint ventures. Sr. D. Manuel Cabrera Kabana, Managing Director, Kabana, S.A. (consultant), Glorieta de Ruben Dario 3, Madrid 10. WTD 4/17/64. TM 66.★

891 Engineering Services

★★ **SPAIN—Trade Mission**

Consulting engineer would like to represent similar U.S. firm. Mr. Luis A. del Portillo, Estudio de Ingenieria Civil, Calle Dr. Nicolas Achucarro 6, Bilbao. WTD 11/25/64. TM 158.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Nov. unless marked otherwise.

Alcoholic Beverage Manufacturers—Bolivia.

Clothing Manufacturers—United Arab Republic.

Fertilizer Importers and Dealers—Honduras.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers and Dealers, Manufacturers—Iran.

Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Chile.

Machinery and Equipment, Farm Importers and Dealers—Costa Rica.

Machinery and Equipment, Farm Importers and Dealers—Iran.

Medicinal and Toilet Preparations Importers, Dealers and Manufacturers—Iran.

Metallurgical and Metal Working Plants—Iran.

Wig Manufacturers and Exporters—Hong Kong.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain Mill Products

★★ SPAIN—Trade Mission

Animal feeds, corn, grains. Mr. A. Puigvert, President, Platero-Puigverts, S.A., Via Layetana 4, Barcelona. WTD 2/3/64. TM 234.

221 Broad Woven Fabric Mills, Cotton

NEW ZEALAND—Plain and fancy shirtings, pajama cloth, furnishings, linings, denims, industrial cloths, women's dress fabrics of cotton; pajama cloth of flannelette. Mr. D. C. Wilson, Norman G. Henley Ltd. (manufacturer's representative), P.O. Box 317, Wellington. WTD 8/20/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

NEW ZEALAND—Plain and fancy shirtings and pajama cloth of Dacron and cotton mixtures, silk. Lightweight suitings and trouserings of Dacron and wool mixtures. Raincoating fabrics of Dacron and cotton mixtures. Women's dress fabrics of Dacron, and Dacron and cotton mixtures. Rayon furnishings, dressing gown silks and rayons, denims of stretch nylon and cotton mixtures. Mr. D. G. Wilson, Norman G. Henley Ltd. (manufacturers' representative), P.O. Box 317, Wellington. WTD 8/20/63.

225 Knitting Mills

SWEDEN—Men's and women's knitwear, sweaters, underwear. Aktiebolaget Julius Bankier (wholesaler, sales agent), Sveavagen 28-30, Stockholm C. WTD 11/20/64.

229 Textile Goods

FINLAND—Sisal and/or jute string and rope. Requests descriptive literature, price lists. A. Eliasson (importing agent), Lonnrotinkatu 13, Helsinki. WTD 12/9/64.

281 Industrial Chemicals

FINLAND—Chemicals, including corn starch, for use in paper mills. Requests descriptive literature, price lists. Jana Oy (commission agent), Kluuvikatu 8, Helsinki. WTD 12/9/64.

289 Chemical Products

IRAQ—Desires to act as agent for well-known manufacturer of oil treating and water proofing compounds. Mowaffak Drug Stores Co. (Div. of M. T. Irani Sons Co.) (importer, wholesaler, contractor), Ameen Square, Rashid St., Baghdad. WTD 11/23/64.

★★ SPAIN—Trade Mission

Essential oils and raw materials for food, drug, cosmetic industries; wants to represent manufacturers. Mr. Rodolfo Llacuna, Compania General de Esencias y Drogas, S.A. (manufacturer, wholesaler), Villarroel 104, Barcelona. WTD 10/23/64. TM 208.

344 Fabricated Structural Metal Products

★★ SPAIN—Trade Mission

Aluminum doors and windows, all types. Mr. J. A. Azpeitia, Gumuzio, S.A. (manufacturer, importer), Alameda Urquijo 98, Bilbao. WTD 11/7/63. TM 117.

351 Engines, Turbines

BRAZIL—Equipment for stationary and traction internal combustion engines and industrial installations using GLP (liquefied petroleum gas). Sotep—Sociedade Tecnica de Servicos Profissionais Ltda. (sales agent), Caixa Postal 7258, Sao Paulo. WTD 11/13/64.

352 Farm Machinery

★★ SPAIN—Trade Mission

Farm machinery, equipment; requests replies in Spanish. Sr. D. Manuel Montero Tirado, Monsie (retailer), Reyes Catolicos 20, Cordoba. WTD 10/3/63. TM 18.

Farm machinery, all types, especially bean and cotton harvesters; requests replies in Spanish. Sr. D. Honorio Bautista Torres, Oficina Agricola, S.A. (distributor), Paseo de la Castellana 100-102, Madrid. WTD 12/26/63. TM 75.

Grain elevators. Mr. Gotzon Esparza Olabarri, Funcor, S.C. I. (manufacturer), Elorrio, Vizcaya. WTD 3/15/63. TM 115.

353 Construction, Mining, Material Handling Machinery

SOUTH AFRICA—Oil field drilling rigs, machinery, parts, accessories. Equipment must be capable of reaching 20,000 ft. Requests replies from manufacturers only. John Beith (Chemicals & Sales) (Pty) Ltd. (importer, retailer, sales agency), P.O. Box 9321, Johannesburg. WTD 7/7/64.

★★ SPAIN—Trade Mission

Motorized scaffolding; requests replies in Spanish. Mr. Francisco Luis Sanchez Pelaez, Director, J. Sanchez Vidal e Hijos, S-R-C (distributor, contractor), Antonio Palomino 8, Madrid. WTD 11/17/64. TM 1.

355 Special Industry Machinery

FINLAND—Machinery and equipment for use in chemical industry, particularly where paper product chemicals and plastics are concerned. Requests descriptive literature, price lists. Jana Oy (commission agent), Kluuvikatu 8, Helsinki. WTD 12/9/64.

Machinery and equipment for use in cellulose and paper mills. Requests descriptive literature, price lists. Jana Oy (commission agent), Kluuvikatu 8, Helsinki. WTD 12/9/64.

356 General Industrial Machinery

GERMANY—Standardized products such as compressors, gears, drives, torque converters, fixtures for chemical, automobile, machine tool industries. Hans-Martin Poerschke, c/o Ehrhardt & Sehmer Maschinenfabrik AG. (manufacturer, distributor), 6a Lebacherstrasse, 66 Saarbruecken, 2, West Germany. WTD 7/15/64 (Eberhardt & Sehmer).

NORWAY—Permanently installed vacuum cleaning systems and equipment for use in cargo ship holds, other ship space, and in industrial plants. Complete vacuum cleaning equipment is urgently required for two Norwegian ships under construction. Cimex A/S (manufacturers' agent), 5 Welhavensgate, Oslo. WTD 3/5/63.

Shot blasting plants and equipment for shipyards. Eivind Koch A/S (distributor, manufacturers' agent), Kongensgt. 6, Oslo. WTD 11/23/64.

PAKISTAN—Hydraulic jacks, 20-70 tons. Requests replies from manufacturers. Aeronautical Equipment Co. (manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

★★ SPAIN—Trade Mission

Mining ventilating equipment. Mr. Luis A. del Portillo, Estudio de Ingenieria Civil (consulting engineer), Calle Dr. Nicolas Achucarro 6, Bilbao. WTD 11/25/64. TM 157.

Hand stapling machines for cartons, paper boxes. Mr. Juan Carlos Iturri, Director, Careaga, Trevino y Cia., S.R.C. (manufacturer, wholesaler), Errekatzu Nos. 2, 4 & 6, Eibar, Guipuzcoa. WTD 3/14/63. TM 105.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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357 Office, Computing Accounting Machines

FINLAND—Office machines and equipment. Requests descriptive literature, price lists. A. Eliasson (importing agent), Lonnrotinkatu 13, Helsinki. WTD 12/9/64.

ITALY—Automatic and hand operated apparatus for registration of data on punched cards and ribbons. Ascot, S.a.S., di M. Sanguineti & Co. (manufacturers' agent), Corso Matteotti 10, Milan. WTD 4/16/64.

361 Electric Transmission, Distribution Equipment

ITALY—Low-speed recording apparatus: punched card, punched tape, printed tape types. Ascot, S.a.S., di M. Sanguineti & Co. (manufacturer, agent), Corso Marteotti 10, Milan. WTD 4/16/64.

365 Radio, Television Receiving Sets

★★ SPAIN—Trade Mission

Radio and TV sets. Mr. Jorge Bordera, Managing Director, Kolster Iberica (manufacturer), Mallorca 221-223, Barcelona. WTD 10/17/63. TM 255.

366 Communication Equipment

ITALY—Automatic apparatus for control and recording of automobile traffic. Ascot, S.a.S., di M. Sanguineti & Co. (manufacturer, agent), Corso Matteotti 10, Milan. WTD 4/16/64.

373 Ship Building, Repairing

FINLAND—Machinery and equipment specifically designed for use in shipyards. Requests descriptive literature, price lists. Jana Oy (commission agent), Kluuvikatu 8, Helsinki. WTD 12/9/64.

384 Surgical, Medical, Dental Instruments, Supplies

★★ SPAIN—Trade Mission

Respiratory equipment; requests replies in Spanish from manufacturers only. Agency for

all of Spain. Sr. Perez Gonzales, Director, La Casa del Medico, Atocha 113, Madrid. WTD 12/18/64. TM 12.

Surgical instruments and furniture, all types; requests replies in Spanish. Sr. D. Pedro Rodriguez Conde, Comercial Quirurgica Conde (distributor), Cea Bermudez 67, Madrid (3). WTD 12/4/64. TM 10.

386 Photographic Equipment, Supplies

FINLAND—NCR paper, self copying. Requests descriptive literature, price lists. A. Eliasson (importing agent), Lonnrotinkatu 13, Helsinki. WTD 12/9/64.

Leads for Importers

Commodities are offered direct unless specified.

227 Floor Covering Mills

★★ SPAIN—Trade Mission

Hand-loomed wool rugs; variety of design and color; three grades: 40,000; 57,000; 60,000 (knots per sq. meter). Manufacturer can offer production of 1,000 sq. meters a year. D. Angel Herrero Hernandez, Alfombras Albalate, Albalate de Zorita (Guadalajara). WTD 11/24/64. TM 96.

243 Millwork, Veneer, Plywood Prefabricated Structural Wood Products

FINLAND—Prefabricated log-constructed Finnish sauna, complete; can be assembled, disassembled with ease; component logs, fixtures, form fitted do not require nailing. Manufacturer offers exclusive agency to qualified firm. Firma Norpe, Lapinlahdenkatu 8, Helsinki. WTD 1/13/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★ SPAIN—Trade Mission

Foot powder. Arturo Ruiz, Technical director, Elaboraciones Quimicas (manufacturer), Alameda Recalde 3, Bilbao. WTD 11/23/64. TM 174.

307 Plastic Products

Plastic gloves for use in kitchen and for general household chores. AB Vinylprodukter (manufacturer), Nybrokajen 7, Stockholm. WTD 12/4/64.

314 Footwear

FRANCE—Sports and play shoes sold under trade name "chaussures techniques Patrick," light-weight sturdy articles, supple cowhide uppers, unbreakable synthetic soles or molded rubber soles, antislip, others including athletic and sporting shoes designed for football and rugby (equipped with replaceable nylon cleats); track and training (with steel-tipped cleats); bowling; tennis; boxing and wrestling; skating; basket and volley-ball; after-ski boots and shoes; moc-style shoes. Direct sales to U.S. importers, except in eastern part of U.S. Etablissements Patrice Beneteau & Ses Fils, Pouzauges, Vendee (manufacturer, wholesaler).

354 Metalwork Machinery

★★ SPAIN—Trade Mission

Automatic nut tapping machines. Jose Arrieta Guevara, Owner, Talleres Mecanicos "Bear", (manufacturer), Villarreal de Urrechua, Guipuzcoa. WTD 12/1/64. TM 111.

Automatic lathes for metalworking. Ignacio Uranga, (manufacturer) Construcciones Iralag, P.O. Box 34, Azpeitia. TM 113.

Precision tool room lathes, 9 speeds of main spindle, 3 hp. motor. Pedro Uribe, owner, Talleres Urpe (manufacturer), Aptdo. Correos 18, Zumaya, Guipuzcoa. WTD 12/7/64. TM 138.

Forging presses; iron bar cutting and shaping machinery. Pedro Ciaran Goiti, Chief Administrative, Construcciones Goiti, C.I. (manufacturer), San Francisco 51, Elgoibar, Guipuzcoa. WTD 12/1/64. TM 166.

Multiple purpose machine work bench: lathe, milling, drilling, straight saw, grinder, compressor. Felix Ruiz de Aquizu, Managing Director, Fomento de Comercio Interior, S.A. (manufacturer), Sancho el Sabio 28, San Sebastian, Guipuzcoa. TM 177.

355 Special Industry Machinery

FRANCE—Special fastening machines for wired wooden crates. Societe de Construction d'Outillage Mecanique Moderne-SCOMM (manufacturer), 8 Rue des Gardinoux, Aubervilliers (Seine). WTD 3/4/64.

356 General Industrial Machinery

GERMANY—Temperature and humidity material testing chambers, including chambers for extreme temperatures, with and without automatic controlling and recording; liquid coolers; deep freezers for industrial and scientific use. Direct sale and/or through agent. Ernst Voetsch, Kaelte- & Klimatechnik KG (manufacturer), 7462 Frommern/Wuertt., Postfach 5. WTD 12/7/64.

358 Service Industry Machines

SWEDEN—Equipment for industrial kitchens. AB Schaub & Co. (manufacturer), Slakthuset, Johanneshov. WTD 11/18/64.

361 Electric Transmission, Distribution Equipment

SWEDEN—Measuring instruments, electrical, electronic: valves, cut off devices, flow count equipment, demand meters and other indicating instruments, manufacturing process analysis equipment. Instrument AB Metron, Tulegatan 17, Stockholm VA. WTD 6/29/64.

363 Household Appliances

GERMANY—Electrical, non-electrical household appliances: can openers, knife sharpeners, coffee grinders, cork removers, cookie presses, noodle chefs. Metallindustrie Denkingen, Gebr. Streicher (manufacturer), 7209 Denkingen/Wuertt. WTD 12/7/64.

365 Radio, Television Receiving Sets

GERMANY—Battery-operated record players with and without amplifiers. Metallindustrie Denkingen, Gebr. Streicher (manufacturer), 7209 Denkingen/Wuertt. WTD 12/7/64.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Parts for internal combustion engines. Eugen Trost Motorenteile, (manufacturer), 7 Stuttgart-Bad Cannstatt, Postfach 1140. WTD 12/7/64.

ITALY—Manufacturer of automotive spare parts fitting all models of European and U.S. cars seeks exclusive agency. Corte & Cosso, C.so Re Umberto, 48, Turin. WTD 10/6/64.

★★ SPAIN—Trade Mission

Auto accessories, lights, horns, steering wheels, sirens. Ignacio Linares, Chief, Export Dept., Jose Artes de Arcos, S.A. (manufacturer), Corcega 371, Barcelona. WTD 8/14/63. TM 303.

399 Manufacturing Industries

★★ SPAIN—Trade Mission

Metal lamps; wrought iron decorative items. Manfred Josseaux, Export Dept., Fomento de Mercados Exteriores, S.A. (importer, exporter), Latorre 50, Sabadell, Barcelona. WTD 11/15/63. TM 193.

Doll hair, synthetic. Luis Pedro Pages, Import-Export Dept., Aplicaciones Resinas Sinteticas (manufacturer), Recaredo 2, Barcelona. WTD 9/18/64. TM 267.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Lawrence George Neill, representing Isofin Pty. Ltd., 307 Queen St., Brisbane, Queensland, interested in **U.S. investment** and requesting technical information on **base metal mining and smelting.** Jan. 20 via San Francisco for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Francisco, Los Angeles, El Paso.

FRANCE—J. J. La Rus, representing self (European licensee and sales supervisor), 2, Avenue Le Notre, Marly-le-Roi, Seine et Oise, interested in **contacting U.S. manufacturers of equipment to move, handle or treat fluids, air, gas, steam and water including heating, ventilating, air conditioning, air filtration, dust control and water treatment processes and equipment** to share services of combination "European Branch Office" with other U.S. companies in this field to better promote, organize and coordinate licensed manufacture and sale of their products throughout Western Europe. Jan. 23 via New York to Feb. 20. c/o Ilg Electric Ventilating Co., 2850 North Pulaski Rd., Chicago, Illinois, 60641. Itinerary: Chicago, St. Paul, Milwaukee, Pittsburgh, Philadelphia, New York.

PAKISTAN—Bashir Ahmad Bhatti, representing Orico Co., 97 Beadon Rd., Lahore, interested in importing **iron and steel** ms and gc sheets, strips, gc wire, pig and angle iron, billets, joists channel; **chemicals** (caustic soda, calcium carbide, bleaching powder, soda ash, fatty and steric acids); **wax.** Last week January via New York for six months. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Chicago, Los Angeles, Pittsburgh, Philadelphia.

SOUTH AFRICA—Harold Levinthal, representing H. Levinthal & Co. (Pty.) Ltd., 101 Advertising Centre, Riebeek Square, interested in **establishing exclusive agencies for U.S. yarn and textile companies for the Republic of South Africa.** Jan. 5 via New York for two weeks. c/o United International, 1407 Broadway, New York. Itinerary: New York.

Construction Projects

Reports from overseas on late building and construction

AUSTRALIA—(1A£ = $2.25). Contracts have been let for building the first stages of big **iron and steel works** in Kwinana, near Perth in Western Australia, for Australia's biggest industrial enterprise, the Broken Hill Pty. Co. Ltd. First stage will become operational when a 300-mile rail link with iron ore deposits at Koolyanobbling is completed early in 1967. Initial contract is for power house, turbo-blowers, blending and reclaiming equipment, worth more than A£6 million. The British General Electric Co. is to supply most of equipment.

CANADA—(Can$10 = $9.25). North Shore Construction Ltd. of Montreal awarded Can. $3,865,000 contract for first phase of five-year $7 million **harbour development** at Gros Cacouna, Quebec. Project includes construction of two rubble mound breakwaters, two-mile-long **causeway road** from provincial highway No. 10, construction dredging and building a 3,600-ft.-long access causeway. Future phases include construction of **wharves, dredging for turning basin** and **other harbor installations.** Plans and specifications were prepared in Quebec District office of Harbours & Rivers Engineering Branch of Dept. of Public Works. Gilles Vandry, Quebec City, and Rejean Pelletier, Riviere du Loup, consulting engineers, will be responsible for supervision of phase one.

COLOMBIA—(100 pesos = $11.11). The Inter-American Development Bank has approved loan equivalent to $8 million to help finance a 36,000-kw. **hydroelectric plant** which will increase power supply in three departments in Colombia.

The borrower, the Instituto de Aprovechamiento de Aguas y Fomento Electrico, will build power project on Prado River in Department of Tolima, southwest of Bogota. Project, to provide integrated source of electric power, will cost $20,829,000. In addition to hydro plant, construction includes an earthwork dam, a system of 115-kv transmission lines with reduction stations; a 115-kv line that will connect Girardot substation with facilities of Bogota Electric Power Co. and 33kv, 13.2 and 11-kv subsidiary transmission lines to other electrical systems.

MALAYSIA—(M$100 = $32.68). The Central Electricity Board (CEB) has awarded a M$10 million contract to a Swedish company, ASEA, to supply low and high tension **switch gears** and **control panels** for the Batang Padang Hydroelectric Project and the Prai Stream Generating Scheme. Erection will commence in early 1965 and is expected to take about two years to complete.

PHILIPPINES—(100 pesos = $27.03). National Waterworks and Sewerage Authority's plans for financing **improvement of water supply** for Manila, adjoining cities and municipalities were approved by the National Economic Council. Improvements, to cost about 207.3 million pesos, include development of water sources, building of new filtration units, extension of water mains and construction of storage reservoirs.

SPAIN—(100 pesetas = $1.66). The Spanish Government has submitted to the Parliament for approval, a project to construct the Sevilla-Bonanza **navigation canal** along the Guadalquivir River in South West Spain. Canal is to be 42 miles long, 120 meters wide and 10 meters deep. Estimated cost of project is $68 million. Bids are to be called for within the next six months. **Write:** Ilmo. Sr. Director General de Obras Hidraulicas, Ministerio de Obras Publica, Avenida del Generalisimo s/n, Madrid (3).

TRINIDAD & TOBAGO—Reportedly, Government hopes to issue invitation in Jan. for construction bids on the College of Arts and Sciences at the University of the West Indies, St. Augustine. Cost will be about $5 million.

Copies of invitation for bids may be obtained from Permanent Secretary, Ministry of Education and Culture, Alexandra St., St. Clair, Port-of-Spain, Trinidad. Copies of architectural drawings available for examination at Area Public Works Office Caribbean, U.S. Navy, San Juan, Puerto Rico, and at offices of architectural firm, Hellmuth, Obata & Kassabau, 1430 Oliver St., St. Louis 3, Missouri.

VENEZUELA—(100 bolivares = $29.85). The Inter-American Development Bank has announced a $3.2 million loan to **increase and improve electric power output in Colombia and Venezuela.** Project provides for link-up with Venezuelan power system and is part of the Colombian-Venezuela Integration Plan.

Borrower is the Instituto de Aprovechamiento y Fomento Electrico of Bogota. Its subsidiary, Centrales Electricas de Norte de Santader will have its power lines connected with Venezuelan power agency. Compania Anonima de Administracion y Fomento Electrico's nearby lines. Interconnection will make the two facilities complementary and enable combined operation.

Project calls for the installation of an additional **gas turbine** with a 12,000 kw capacity at the Colombian plant, enlargement of substations and extension of power transmission and distribution networks of the interconnected system.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Books and Reports

***German-English Glossary of Financial and Business Expressions (Deutsch-Englisches Glossarium finanzieller und wirtschaftlicher Fachausdruecke).* By C. A. Gunston and C. M. Corner. Published by Fritz Knapp Verlag, Frankfurt/Main. Fourth edition 1962. 1,060 pp. $12.50 (plus 25¢ for shipping charges).**

A comprehensive glossary of particular assistance to persons engaged in foreign trade, international finance, public relations, investment, law, journalism, and research. In addition to standard economic terminology, the book contains an exhaustive listing of German financial and business expressions which have come into usage during recent years. The authors have performed a practical service by defining not only a root word but also the many compounded forms based on the term. In numerous instances, symbols are employed to indicate that a term is most frequently encountered in Swiss or Austrian texts. The authors have had extensive experience in translating many publications of the Federal Republic and leading German banks into English.

Write: the German-American Chamber of Commerce, 666 Fifth Avenue, New York, N.Y. 10019

***Marketing Development in the European Economic Community.* By Bertil Liander. McGraw-Hill, New York 1964. 208 pp. $12.**

This volume in the McGraw-Hill Marketing Science Institute Series is based on research and a series of management interviews in 52 European manufacturing companies. The purpose was to find out the effects that the liberalization of trade in the Common Market has had on marketing methods, organization, and strategy.

Many attempts have been made to study the Common Market's effect on trade and markets, but this is the first to study the effects of marketing—the methods to approach the new type of market. The book will appear in a "report to management" format.

Write: McGraw-Hill Book Company, 330 West 42nd Street, New York, N.Y. 10036.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—781958/25

Calendar *for international traders*

January

4—Schedule B and Comprehensive Export Schedule revision discussions, 1:30 P.M.: Federal Reserve Bank Bldg., **Philadelphia.**

4—Annual International Home Furnishings Market, luncheon, 12 noon, American Furniture Mart, **Chicago.** Speaker: Aaron M. Rosenthal, BDSA.

5—Round Table Conference, 1:30 P.M., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

5—Export Control and Schedule B Workshop, 936 Federal Bldg., **Memphis, Tenn.** Sponsor: Department of Commerce.

5—Export Control and Schedule B Workshop, Field Office, **Miami.**

6—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

6—Discussion of new Schedule B and Comprehensive Export Schedule, 10 A.M.-12:30 P.M., Greater Tampa Chamber of Commerce Auditorium, **Tampa, Fla.** Speakers: Wilson E. Sweeney, Bureau of International Commerce; Dino S. Villa, Bureau of the Census. Sponsors: Field Office, Department of Commerce; U.S. Customs, Tampa.

7—Hartford Workshop on Trade Fairs and Trade Centers, Strafford Motor Inn, **Strafford, Conn.** Sponsor: Manufacturers Assn. of Connecticut; Field Office, Department of Commerce. Speaker: James E. Murrin, Bureau of International Commerce.

7—"First-Step" Export Workshop, Field Office, **Memphis, Tenn.** Sponsors: REEC; Field Office, Department of Commerce.

7—Discussion of new Schedule B and Comprehensive Export Schedule, 9 A.M.-12 noon, Rm. 538A, Federal Bldg. **Jacksonville, Fla.** Speakers: Wilson E. Sweeney, Bureau of International Commerce; Dino S. Villa, Bureau of the Census. Sponsors: Field Office, Department of Commerce; U.S. Customs, Jacksonville.

7—Milwaukee World Trade Club, Inc., monthly meeting, Coach House Motor Inn, **Milwaukee.**

8—Export Controls Seminar, Field Office, **Atlanta.** Speaker: Wilson E. Sweeney, Office of Export Control. Sponsors: Field Office, Department of Commerce; REEC.

8—Delaware Valley International Trade Assn. luncheon meeting, Stacy-Trent Hotel, **Trenton, N.J.** Sponsor: Greater Trenton Chamber of Commerce.

8—In-Office Workshop on Export Expansion, Field Office, **Cincinnati.**

8—Scrap Iron and Steel Institute, annual convention, Fontainebleau Hotel, **Miami.** Speaker: George Donat, Administrator, BDSA.

11—Adrian Area Chamber of Commerce, Moose Hall, **Adrian, Mich.** Speaker: E. E. Schnellbacher, Bureau of International Commerce.

11—Air Cargo Sales Club and World Trade Club of New York, Inc., joint dinner meeting, 6:30 P.M., Advertising Club, **New York.**

11-15—1965 International Automotive Engineering Congress and Exposition, Cobo Hall, **Detroit.** Sponsor: Society of Automotive Engineers.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

12—In-Office Workshop for new exporters, Federal bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Purchasing Agents Assn., Washington Chapter luncheon, Presidential Arms, **Washington.** Speaker: Norman Lawrence, Bureau of Census.

12—Civitan Club luncheon, Mayflower Hotel, **Washington.** Speaker: James E. Murrin, Bureau of International Commerce.

12—In-Office workshop on export expansion, Field Office, **Jacksonville, Fla.**

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